

DISTRIBUTION & WAREHOUSING

THE BUSINESS PAPER OF THE WAREHOUSE INDUSTRY

Vol. 24, No. 3

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New York, N. Y.

March, 1925

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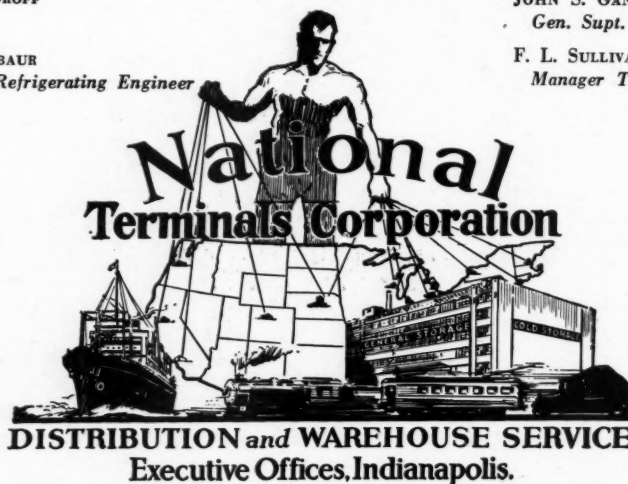
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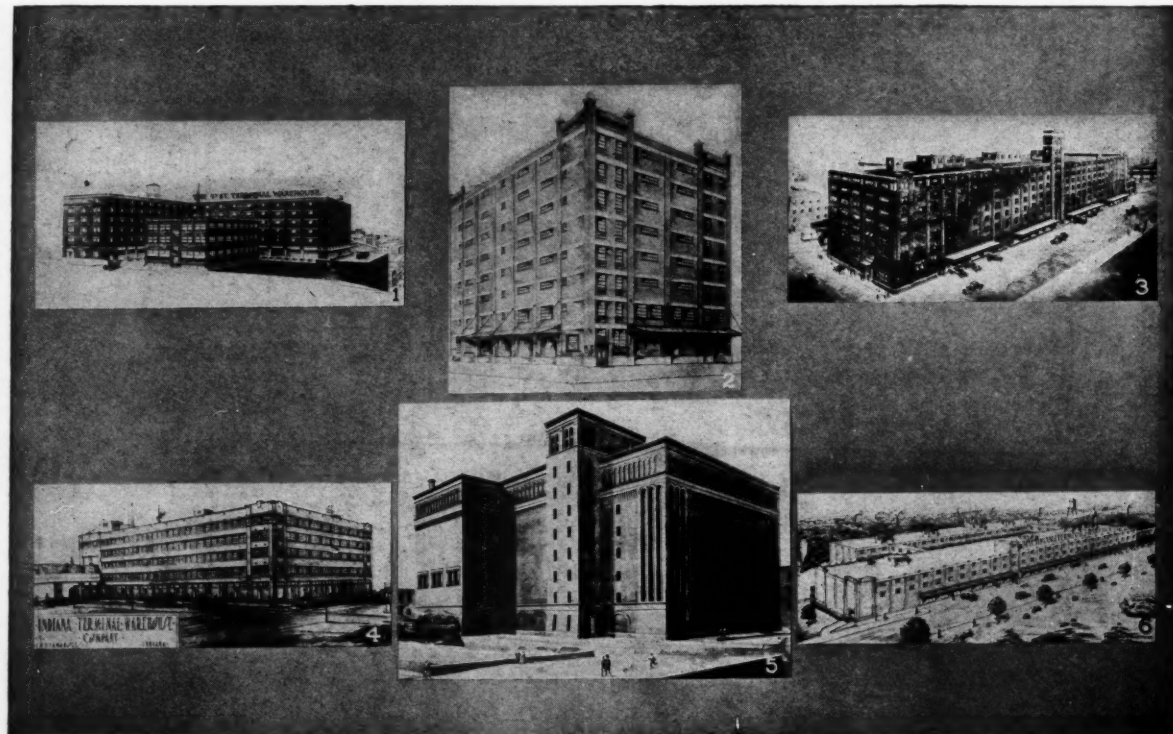
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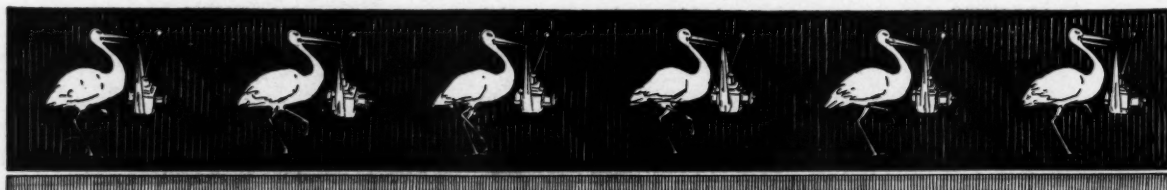
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Vol. 24 CONTENTS—MARCH, 1925 No. 3

ARTICLES

Stabilizing Long Distance Rates Is Objective of N. F. W. A. Story of Augusta Convention. By Kent B. Stiles	7
The Warehouse Industry as the Buttress of the Commodity Exchanges. By H. A. Haring	20
Budget Plans Save Operating Costs in Motor Truck Transport. By Philip L. Sniffin	26
Uniformity in State Vehicle Laws Is Recommended by Conference Committee	28
Steel Removable Motor Van Body Reduces Warehouse Payroll \$396 a Week	34
Billion Dollar Storage Industry Is Indicated by 1925 Directory Figures	36

DEPARTMENTS

What's What in New Buildings. (LXXXII)	24
"Two Bits." (Vol. V; No. 9)	25
From the Legal Viewpoint. By George F. Kaiser	31
With the Associations	39
New Buildings, Incorporations, Etc.	52
Convention Calendar	55

NEWS

Abandoned Railroad Beds May Be Used as Truck Highways	23
Warehousing Subject of Inquiry by Distribution Conference	35
Would Exempt Shippers' Stocks from Taxation in New Jersey	38
F. D. Gross, President of Canadian Association	46
P.C.F.W.A. Elects A. J. Gatter President	46
G. F. Shephard, War-Time Army Storage Man, Dies	48
F. C. King of Syracuse Dies After an Operation	48
Helen E. Smith Is Now Mercer Co. Treasurer	50
Houston Co. Plans \$3,100,000 Warehouse	50
New Warehouse Will Hold 3,800 Automobiles	52

Classified Advertising	125
Index to General Advertisers	126
Index to Shippers Index Advertisers	127-128-129



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DISTRIBUTION & WAREHOUSING

THE BUSINESS PAPER OF THE WAREHOUSE INDUSTRY

Volume 24

NEW YORK, MARCH, 1925

No. 3

Stabilizing Long Distance Rates

for Household Goods Transport

Is Objective of N. F. W. A.

**Meanwhile Experimental Tariffs for Central States Are Adopted.
Here Is Story of Constructive Convention at Augusta**

By KENT B. STILES

DISCUSSION of plans for stabilizing—eventually on a national basis if that is practicable—long distance rates for the transport of household goods by motor truck was the outstanding feature of the fifth semi-annual convention of the National Furniture Warehousemen's Association, held in the Bon Air-Vanderbilt Hotel, Augusta, Ga., on Jan. 19-24.

Rules for such tariffs, on the cubic foot basis, were adopted as experimentally standard in the association's central division, comprising the States of Minnesota, Ohio, Michigan, Illinois, Iowa, Missouri, Wisconsin and Kentucky. The furniture warehouse companies in those States will work under these rates during the coming few months and their value will be studied by the intercity and long distance removals committee with a view to the presentation of a report at the association's annual meeting, to be held at Mackinac Island, Michigan, in July.

The Intercity Removals Bureau began operation on Nov. 1, 1924, and by Jan. 15, 1925, was participated in by 174 of the 250 member companies in the central division. During those approximately eleven weeks 187 loads were registered, 51 being allotted as returns.

According to statements made at the Augusta convention the Bureau should in time stabilize rates, lower tariffs, standardize equipment and build profits for the members. As conditions warrant and facilities permit the operation of the Bureau will be broadened to take in

larger territory. Summarized, the venture was declared to be no longer a theory but was rather one of the most progressive undertakings in the National's history.

The Augusta convention was the first which the N. F. W. A. has held in the Southeast and the election there, by the association's directors, of thirteen more companies brought the membership up to a total of 725.

Reports showed that the furniture branch of the industry looks for a prosperous 1925, based on opinions that business is generally good, that building is unprecedented, that unemployment is relatively small, with the labor situation also otherwise favorable; and based, in the South, in part on the excellent cotton crop.

Features of the convention in addition to the long distance removals situation were as follows:

Cost accounting: A depreciation sheet was adopted. It was brought out that 51 member companies were now using the association's cost and accounting system. It was stated that the next step would be the employing of an accountant, at his own expense, to install the system in warehouses.

Insurance: The building insurance sub-committee announced that it would review all existing forms of such coverage and work out a uniform schedule which should be a composite one designed to effect substantially lower rates.

Leasing dates: The committee handling this situation

reported this problem to be a purely local one, impossible of solution on a national basis, and quoted Herbert Hoover, Secretary of Commerce, writing that business and civic groups locally should make a real effort toward alleviating conditions.

Legislation: It was voted to revise the model highway transport bill which the association approved at its Charlevoix convention last summer in order to afford better protection to warehousemen as irregular carriers if and when laws are enacted in the various States.

Traffic: A shipping order and declaration of value form was adopted as standard. A policy was adopted as to C. O. D. shipments. It was voted to have printed and distributed, yearly, an up-to-date pamphlet setting forth the

various actions taken by the association regarding shipments between members, and to have the association's emblem placed on bills of lading. The convention went on record favoring the shipping of wet radio batteries each on an individual bill of lading. Reiteration was by vote given in support of the policy that no member should accept an order for shipment unless the goods are properly packed so they should arrive in good condition.

Publicity: It was decided that a spring issue of *Lares and Penates*, the association's sales and propaganda magazine designed for distribution to the public, should be issued, possibly under a change of name.

A summarized report of what took place at Augusta follows:

Officers' Reports

WHEN the convention opened, E. B. Gould, San Diego, president, called upon two past N. F. W. A. presidents and a contemporary president for brief talks—Charles S. Morris, New York; Floyd L. Bateman, Chicago; and John G. Neeser, New York, who is president of the household goods division of the American Warehousemen's Association. Mr. Neeser gave assurance of cooperation by that division.

In his report as president Mr. Gould touched upon the various problems confronting the association. Here are some of his thoughts:

The packing rate guide can and should be improved; motion pictures may be made to further it. Selling on contract, eliminating estimating, is "the crime of the industry." It shows, he said, lack of confidence in one's self and in competitors, and leads to cutting rates. The association's long distance removals system has proven a success; the next step is a method of determining rates, on either hundredweight or cubic feet basis. Regarding cost accounting the next move is to secure an accountant, at his own expense, to install the association's system in the member houses; cost finding he declared to be "a major activity" in any institution. The plan for cooperative advertising was not yet a success but should be, he said, and the household goods warehouseman's service should be nationally advertised. The next job with relation to insurance is the obtaining of a proper fire rate, possibly through pool activity. Strengthening of regional and local associations must not be overlooked. In friendship and fellowship, Mr. Gould concluded, no other trade association in this country can equal the N. F. W. A., and he urged the members to make "Christianity in business" one of their ideals.

Ralph J. Wood, Chicago, brought out in his report as secretary that the Augusta meeting was in point of attendance the largest winter meeting, with one exception, in the association's history, and he interpreted this loyalty as an indication of members' recognition that the organization was meeting their needs. Mr. Wood reviewed the activities of the past half-year and predicted that the Inter-City Removals Bureau would work out to members' decided advantage if given their full cooperation.

Henry Reimers, Chicago, opened his report as executive secretary by quoting the excess valuation storage resolution which the National adopted at Charlevoix last summer—"that the rate be placed at one-tenth of one per cent. of any amount declared in excess of the \$50 valuation allowed by our storage contracts." In this connection he suggested "that a separate record be kept of the income from excess valuation as well as a record of expenses in excess of the normal valuation on which storage charges are now based, in order that you may learn from actual experience the possible value of such income, losses

From President to Water Boy



"Jay" Gould, San Diego, chief potentate of the N. F. W. A., totes a pail of legal nourishment for throats dry from yelling "Fore!"

thereunder and the adequacy of rates quoted."

The National's uniform cost accounting system, Mr. Reimers reported, is being used in whole or in part by fifty-one member companies, with progress in its installation being further by affiliated regional, State and local associations. "You should not," he said, "overlook the opportunity to utilize a system of accounting that meets your every need and yet is simple and easily installed. If you doubt my statement that

the system is simple and easily installed, challenge me to prove it."

After urging general use of the warehouse receipt and storage order forms, together with more studied attention to careful packing of goods, Mr. Reimers deplored the hesitancy, on the part of some members, to forward shipments collect to so-called smaller members or members located in the smaller cities, adding:

"It goes without saying that the members of this association are reputable business men and there should be no hesitancy in forwarding collect shipments to any member. Also in some instances preference has been given to non-members in consigning shipments. Certainly preference should be given to our members. Reputable non-members should become members in order to enjoy this advantage.

"Many members are not selling our complete shipping service. By complete shipping service I mean the entire job from residence or warehouse at point of origin to residence or warehouse at point of destination. Forwarding warehousemen should sell the customer on having shipments consigned to a member at destination, regardless of whether there are charges following shipment. This is often overlooked and, in fact, cases have come to my notice of customers not even being advised of this association service."

Emphasizing the importance of training estimators to sell warehousing service to customers, Mr. Reimers threw out this thought:

"Why do prospective customers get estimates from two or more concerns? Merely to pit them against one another to get a cut price. Only one can land the job, and under the scheme of price cutting the last estimator gets the job, while under all rules of selling the first man on the job should land the order, and he would were he properly equipped to sell his company's service."

Alluding to the Inter-City Removals Bureau, at present operating in the central division, Mr. Reimers said that 174 out of the 250 members in that region were backing the movement. And "well they might," he commented, "as it means millions of dollars in their pockets, for under the existing priority rule of operation (which is the fundamental law of the Bureau) every member profits pro-

The Bon Air-Vanderbilt Hotel, Augusta, Ga.



In this beautiful southern hostelry the N. F. W. A. held its fifth semi-annual meeting

portionately with the amount of business reported through the Bureau."

From Nov. 1, when the Bureau was started, to Jan. 15, 187 loads had been registered, Mr. Reimers said, and 51 of these were allotted as returns. "This favorable showing," he pointed out, "has been achieved during the dull season, all of which is more or less convincing that the movement is well on the road to success."

Citing obstacles which the Bureau must overcome, Mr. Reimers said:

"We must face competition that has sought to meet a public demand by cheap prices and inefficient service, and for this reason alone the Bureau should be operated by members as a unit."

Mr. Reimers said that while he recognized the importance of the association being prepared to meet legislation in order to protect its interests, he believed that the National should not initiate motor transport legislation in the various States. In this connection he went on:

"In so far as inter-city removals are concerned, our interests are as irregular haulers. We should be just as free to operate over the highways as over the city streets. Our cartage business is subsidiary to storage, and motor equipment is used mainly as a feeder to the warehouse, and when not so engaged is utilized for house to house moving, locally or to another city. Our business is not in the same category as strictly cartage business organized primarily as a transportation company, and therefore in classifying a motor transportation company consideration should be given to the peculiar nature of our business."

Alluding to rates, Mr. Reimers said it was imperative that long distance tariffs be stabilized—in the future uniformly on a national basis, but for the present within the central division where the Bureau is operating, as this "will give us an opportunity to test the value of the different methods, and determine from actual experience the method that should be made uniform."

Regional Conditions

REGIONAL reports were submitted by four vice-presidents—S. C. Blackburn, Kansas City, of the central division; Frank R. Palmateer, Los Angeles, of the western; William I. Ford, Dallas, of the southern, and Walter E. Sweeting, Philadelphia, of the eastern.

In the western division the amount of business transacted during 1924 was about the same as in 1923, Mr. Blackburn reported, with collections much better, and the outlook for 1925 was promising owing to good crops, factories flourishing, industries running to full capacity and "with a quite contented people." Eight of the thirteen States of the division now had State associations, he commented, adding:

"The remarkable thing about these State associations is the new blood we are injecting into the meetings, which we know nothing of in the national associations. It is certainly a fine piece of education to have a well-trained group of young men, who can step into the shoes of those of us who have been more active, and we expect much of them because of this training, which few of us

had before entering association work."

Regretting that "conditions have not improved as we had hoped, which have to do with the maintenance of prices that will earn a fair return on our investments," Mr. Blackburn said that "possibly some time we will learn what our prices should be before a notice is pasted on our doors." He added:

"These price-cutters are the real menace to our industry. They make no money for themselves and do not permit anyone else to do so if they can help it."

Mr. Blackburn reported long distance moving contracts on the increase, a minimum of labor troubles and an absence of complaints regarding unethical practices.

Reporting for the western division, Mr. Palmateer said that in the northern section the furniture storage warehouses were about 80 per cent filled, central about 70 per cent and southern about 60 per cent. In the southern section more than 300,000 square feet were unoccupied, he said, yet six new warehouses were going up.

Reporting for the southern division, Mr. Ford said the South was "extremely prosperous," with prices stabilized for one of the largest cotton crops ever produced. All trade journals were reporting good business generally, and warehousing was getting its proportionate share, he said; building was unprecedented, and labor conditions were good, with very little unemployment.

Reporting for the eastern division, Mr. Sweeting said the storage business was "not exactly booming," having been quiet in 1924, but that there was a feeling of optimism notwithstanding that few warehouses were as nearly filled today as was general at this season, the falling off being attributed in part to a great increase in the construction of homes and apartment buildings. He believed that storage would be "in continued and increasing demand." No real labor difficulties were in sight. During the past few months collections had not been quite up to normal. The biggest problem in the East was that of long distance removals and the inroads on

Pitchin' Quoits



Evidence that the motor truck has not yet displaced Dobbin

A Panorama View of Some of the Delegates Who

the packing departments, he said, and the association's inter-city removals system in the central division was attracting attention as a possible solution in the East.

The report of the legislative committee—Judson M. Davis, Los Angeles, chairman—was presented by Frank Payne of the same city, and covered four divisions, proposed statutes and enacted laws during the past six months.

Eagle Eyes and Steady Arms

Phil Vogelmeier, Newark, Ohio, and W. R. Thomas, Cleveland, winning team in the horse shoe pitching tournament

A convention program topic under this legislative heading was "Is it practical and possible to secure a complete list of contents of packages, drawers, etc., from party storing goods?" Varying opinions were expressed from the floor, with the majority opinion being in the negative. Another question discussed was "In case of a warehouse fire, how can a warehouseman prove no negligence on his part," and this brought opinion by Mr. Ford that some day warehousemen would themselves carry insurance on contents, getting their money

back through storage charges; he disclosed that he was carrying \$10,000 worth of such coverage in connection with his own business.

Long Distance Removals

DISCUSSING the problem, "Should members initiate or meet motor transport legislation?", Mr. Reimers said they should "by all means stay away from it, but, if forced into the situation, be prepared to meet it."

S. S. David, Chicago, chairman of the inter-city and long distance removals committee, announced that the Removals Bureau was not in favor of the text of the model motor transport bill, which the association approved in principle at the Charlevoix convention last July. He urged the National to work for a bill requiring, not a certificate of public convenience and necessity for a member, but for one requiring the filing of a tariff from which the filer could not by law deviate. This would, he said, allow competition, but would prevent price cutting.

Mr. Ford pointed out that the Legislatures of thirty-four States were now meeting, and that some sort of statute for regulating motor transport was today before virtually all of them. Both he and Mr. David favored an inter-State reciprocal relations clause being written into any legislation favorable to motor transport interests.

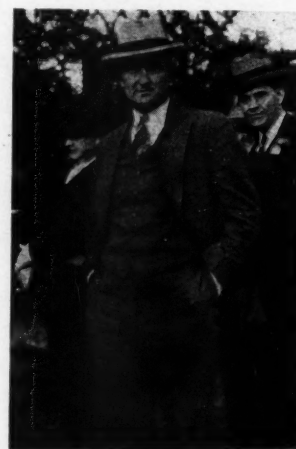
Discussion brought out that in California, New Jersey and Oregon interests are at work on bills which would regulate irregular haulers, and President Gould expressed opinion that the David committee should get hold of these proposed texts.

Mr. David believed the National should select the best features of the model bill approved at Charlevoix and prepare a new bill, and President Gould indorsed that suggestion, saying such a bill would serve as a guide, in proper language, to cover what warehousemen would want in the several States.

Later in the convention Mr. David and Mr. Ford presented a clause which the association approved as something which should go into the revised model bill which the David committee will prepare. This clause reads:

"Provided that the regulation of 'motor carriers' prescribed herein shall not

apply to private carriers making occasional trips for hire without designated routes or schedules as to time or place; except that such carrier, if he be a carrier of passengers, shall comply with the insurance and bond provisions herein; and whether a carrier of passengers or freight, he shall comply with the regulations herein prescribed or that may hereafter be prescribed by the (regulating body) as to size of vehicle and equipment thereof, weight of load and road use. Provided further that whether such

Here Is Ty Cobb Himself

Famous Detroit baseball manager, a native Georgian, umpired the horseshoe pitching contest

a carrier is a private carrier or a common carrier as herein defined shall be a question of fact and may be determined by (regulating body) under such rules and regulations as it may prescribe.

Mr. David, pointing out that the motor truck had cut the warehouseman's packing revenue and would do so more and more as the truck became more popular with the development of hard roads, alluded to the fact that "return loads" bureaus were springing up which were not identified with the N. F. W. A., and

Attended the N. F. W. A. Convention in Augusta



he expressed gratification that among the National's members in Chicago, St. Louis, Detroit and Kansas City the enrollment in the association's inter-city removals Bureau was now 100 per cent.

In his formal report as chairman of his committee, Mr. David described in detail the operation of the Bureau—as set down in the December, 1924, issue of *Distribution & Warehousing*—and added: “That the Bureau fills a need that has

of the proceeds on return loads which is paid to another operator is in no sense a rebate or refund to the customer, as construed by the Commission regulations.”

After outlining what the Bureau had accomplished, Mr. David looked into the future, saying:

“The Bureau will help to *stabilize rates*. It will help to prevent rate-cutting. When an order is registered with the Bureau, the rate must be named. There is no secrecy, no chances of rebates, for the other man may do the work and collect the charges. The flagrant cutter will be ashamed to quote too low rate and report that cut-rate to the Bureau. Yet he is under obligations and upon honor, by the term of his enrollment, to register all long distance moving with the Bureau.

“The Bureau will help to *lower rates* by decreasing idle time, for all present existing rates are based on idle time. It will help to meet the competition of independent companies, who undersell our members through their own ability to obtain return loads. The question of rates was one of the first to puzzle the Bureau. The members asked: ‘What rates shall we charge?’ All such were directed to quote their regular prevailing rates, whatever they might be, until standard rates could be advised and recommended.

“The Bureau will help to *standardize equipment*. It will help to elevate the standard of those members whose equipment is not up to the ideals of N. F. W. A. membership.

“The Bureau will enable members who heretofore have not cared for long distance work to do or take orders for their legitimate share of this work, at a legitimate profit.

“The Bureau will make money for warehousemen. It will save money for warehouseman. It will prove a national economy. It will make one truck on the road do the work of two, saving the roadways and conserving gasoline. It will do its bit to keep down taxes and the price of gasoline for all.

“The Bureau will be extended to other territories as conditions warrant and its own facilities permit. It will perfect its plan and methods of operations in the present limited territory and then be

better qualified to serve a larger territory. It is a movement for the future as well as the present, and every member should watch its progress. The State that is in the mud today will boast of its roads within a decade. . . .

“Impress upon yourself, your managers and your clerks, the necessity of reporting each and every load over fifty miles. Get the widest choice of *dates* you possibly can. Bear always in mind that the more loads that are reported,

Largest Van and Full-Sized Moon



C. Van Wyck Mott, Washington, D. C., and Joseph (“Moon”) Meyer, Chicago

been keenly felt in the industry is fully proved by the reception it has received. The response has been spontaneous, almost unanimous. . . .

“The Bureau has met with no opposition, no antagonism, no unfriendliness. There has been some slight hesitation among N. F. W. A. members in Ohio. This is due possibly to misunderstandings regarding the Ohio law, or possibly restrictions imposed by the Public Utilities Commission. Some members in that State refer to the prohibition under their tariffs against rebates or refunds. In the judgment of the committee the share

“Are Ye There, Denny?” “Oi Am, Jim”



James F. Keenan and D. F. Shanahan, both of Pittsburgh

the more loads will be matched. And the more loads *you* report, the more return loads *you* will get, by the simple operation of the law of averages. The Bureau gives you a chance to whip cut-throat competition, by standing shoulder to shoulder as real cooperators.”

There was discussion of “Under what conditions may the Bureau be extended to other sections?” Mr. David explaining that the Bureau was feeling its way and was preparing to extend the system, either State by State or group by group, and that New York, for instance, could without extra cost be covered by the

Some Northerners and Westerners in the Sunny South



Group at left shows that the Augusta convention was not a "stag." In group at right, the three men at the right end in foreground are James F. Keenan, Pittsburgh, N. F. W. A. treasurer; E. B. Gould, San Diego, N. F. W. A. president, and William R. Wood, New York, president of the New York Furniture Warehousemen's Association

Bureau's headquarters in Chicago. Asked as to how warehousemen who did not operate trucks would benefit, Mr. David explained that such warehousemen should take all orders possible and would receive 15 per cent commission, the loads being handled by members operating vehicles.

President Gould said the venture was a practical one—no longer a theory but one of the most progressive steps the National had taken, and he emphasized that when the system became nationally operated it would possess an advertising value nationally. He suggested that the David committee send a form of enrollment blank to members in the western, southern and eastern divisions as a means of determining whether they wanted the system extended.

Inter-City Rates

THE central division delegates present—those from Minnesota, Ohio, Michigan, Illinois, Iowa, Missouri, Wisconsin and Kentucky—voted to try out, as standard, rules and basis for long distance moving rates for household goods transport. (These are set down in full on page 13.) Within Ohio, however, these rates may not be at all times operative because of the warehousemen there being under Public Utilities Commission control.

Rules and basis were presented in the report of the association's rates committee, of which Julian M. Gibson, St. Louis, is chairman, and they were worked out in cooperation with the David inter-city removals committee. These will be in effect experimentally in the central division States, Ohio possibly excepted, and the Gibson committee will at the July convention present a new report based on the results of the trial.

Last December the Gibson committee sent a questionnaire to all N. F. W. A. members requesting information as to inter-city rates and received 125 replies. Mr. Gibson said in his report:

"Compiling such questionnaires as were returned, we find that throughout the West, and in Ohio and California,

there appears to be a sincere effort to standardize long distance rates on a scientific basis. Your committee is not yet prepared to say that California has adopted the perfect scientific principle of rate making; or that Ohio has solved the problem; or that the East has arrived at the acme of perfection. We do say that California may now be setting the pace on rate making that we may later turn to as standard, and we give Ohio credit for adopting a basis of rates which may yet be combined with the California system and become an N. F. W. A. standard, and we emphasize the belief that the time has not yet arrived for long distance moving of household goods to be done on either the hundredweight basis or the cubic foot basis."

Mr. Gibson cited figures, taken from the returned questionnaires, showing predominating flat rates as at present charged by representative firms in the central division. These range from \$50 to \$60 for 60 miles, up to from \$350 to \$375 for 578 miles.

Analysis of the questionnaires gave Mr. Gibson the following pertinent information:

1. Eighty per cent of the reporting members cited increase in long distance moving business; 20 per cent cited decrease.
2. Ninety-five per cent desire adoption of a standard basis of rates by the association.
3. Twenty-five per cent advise that rates generally be increased.
4. Ninety-eight per cent state that low competitive rates are the cause of their own low tariffs, but blame the low-competition rates on non-members in the majority of cases.
5. Opinions range from 3 to 50 miles as to what should be minimum mileage considered as long distance.
6. Ninety per cent desire limited liability, while a few want to be released from all liability except such damage as results from negligence of carrier.

Mr. Gibson presented a table indicating that were the proposed standard rates put into effect in the central division they would be nearly equal to, or

slightly in excess of, the maximum long distance tariffs now being quoted between various cities within that division. The committee's report continued:

"The rates committee are of the opinion that the proposed schedule of rates will meet with less opposition in the central division than any other form or system now in use either in the East, in Ohio or in California, because it is nearer to the method or system now in vogue in the central division than either of the other systems.

"In California the hundredweight basis is used under the supervision of a Public Service Commission. In Ohio the basis is the cubic foot, with a charge for loading and unloading on the hour basis, and under a Public Utilities Commission. In the East the system is similar to that of Ohio, except that the charge for loading and unloading is a flat charge, in most cases \$10.

"Were all the States in the central division to work under a uniform law and under Public Service Commissions your rates committee would be inclined to recommend either the California or Ohio system, but when it is considered that we cannot compel our members to adopt our recommendations (and we have no desire so to do), we are of the opinion that the majority of the representative concerns will be willing to try out a basis of rates that will vary but slightly from the basis now most generally in use."

Mr. Gibson explained that the western members—Milo W. Bekins, Los Angeles, and Reed J. Bekins, San Francisco—of his committee strongly favored the adoption of the hundredweight basis, inasmuch as it had worked out to good advantage over a period of years in California, but—

"These have subscribed to this report, realizing that it is necessary to get immediate standardization of rate charging in the central district."

In reply to a contention that a loading and unloading charge should be considered in the proposed rates, Mr. David told the convention that the minimum rate set down on the Gibson schedule was large enough to cover such a charge.

Rules and Basis for Long Distance Moving Rates for Household Goods

Adopted as Experimentally Standard in the Central Division of the National Furniture Warehousemen's Association

Loads of 400 to 1000 cu. ft.—
\$1.00 per mile for first 50 miles
Loads of more than 1000 cu. ft.—
\$1.20 per mile for first 50 miles

For Each Additional Mile:
Loads of 400 to 650 cu. ft. \$.65 per mile
Loads of more than 650 up to 850
cu. ft.85 per mile
Loads of more than 850 up to
1000 cu. ft. 1.00 per mile
Loads of more than 1000 up to
1200 cu. ft. 1.20 per mile

Larger loads in proportion.
Foregoing rates are for trips on main highways
and improved roads.

\$4 per hour additional to be charged while
traveling over unimproved roads.

\$4 per hour additional for loading and unloading
when above third floor.

Piano hoisting extra—at local rates.

Note:

At these rates, the longer the distance, the lower
net total rate per mile; thus—

50 miles, \$50.00, which equals	\$1.00 per mile
100 miles, 62.50, which equals	.825 per mile
200 miles, 147.50, which equals	.737 per mile
500 miles, 342.50, which equals	.685 per mile
1000 miles, 667.50, which equals	.667 per mile

The foregoing figures are based on loads of 400
to 650 cu. feet capacity. A truck can travel
on the hard roads about 150 miles per day
(12 hours).

These rates will thus earn about \$45 to \$50 per
day, which leading men in the industry now
consider a good gross revenue for long dis-
tance moving.

Shipping Order

THE convention adopted as standard a
"shipping order and declaration of
value" form (illustrated herewith) pre-
sented by the traffic committee, of which
David Bowes, Chicago, is chairman.

Such a form was originally presented
at the Houston convention in January,
1924, and was discussed at Charlevoix
last July. Criticisms and changes were
advanced, with the result that the docu-
ment now adopted is an improvement
over the earlier one. Mr. Bowes ex-
plained:

"The paragraph in the original form
covering 'Liability of Warehousemen'
has been eliminated for the reason that
this liability is not uniform and is a stip-
ulation for a warehouse contract rather
than for a shipping order.

"Space has been provided to designate
shipment by 'motor van.' When that form
of service is desired, the thought is that
the cost and conditions may be filled in
on the blank lines at the foot of the front
page.

"No change has been made on the back
of the order.

"As previously explained, the commit-
tee was instructed to prepare a form that
would show the bases of rates applying
on the various valuations of the goods.
That mandate has been carried out by
actual quotations from authentic rail-
road documents, with explanations and
examples submitted by your committee.
Criticisms have been made that this sec-
tion of the form is too technical and com-
plicated for ordinary use. A study of
the tabulated quotations from the rail-
road classification might be helpful to us
all.

"The point to be especially noted, how-
ever, is that if we do not wish to utilize
the information on the back of the order,
we can ignore it entirely, as all of the

essentials of the shipping contract ap-
pear on its face."

Regarding liability for payment of
freight charges, Mr. Bowes' report
quoted from correspondence had with
railway attorneys. He concluded:

"While it was thought that there was a
possibility that some way might be

A Lawyer and His Adviser



Mr. and Mrs. William I. Ford,
Dallas

found to relieve the warehouseman from
the payment of freight charges under
certain conditions which might seem un-
fair, the opinion of the railway coun-
sel, as handed down to us, simply con-
firms previous statements to the effect
that, failing to collect its legal charges
from the consignee, the railroad company
is entitled to collect the whole or any
balance due from the consignor."

Mr. Bowes said that other correspond-

ence had developed that there was no uni-
formity of practice, by the railways, re-
garding claims for concealed damages,
but that that correspondence "does in-
dicate that the furniture warehouse in-
dustry may expect to be placed on a
parity with other commercial industries."

Mr. Bowes urged "cooperation and
friendly intercourse with the railroads
and particularly with local railroad
agents," with a view to bring about bet-
ter results in cases involving claims for
concealed damages.

Regarding shipments of radio outfits,
the Bowes committee recommended that
"a radio battery should under no cir-
cumstances be forwarded in a carload
lot, and, if handled in connection with an
L. C. L. shipment, the radio battery and
outfit should be billed on a separate bill
of lading, properly described, and with
railroad company's special charges as-
sessed thereon."

Mr. Bowes alluded to trouble caused to
some receiving warehousemen through
having to surrender to the railroad com-
pany the original bills of lading, particu-
larly order bills of lading, when taking
possession of goods, "thus leaving the
receiving warehouseman without a means
of properly checking the items as they
may appear on the expense bills, which
are frequently illegible and sometimes at
variance with the descriptions and num-
ber of articles specified in the bill of
lading."

"One way to meet this difficulty," Mr.
Bowes said, "is for the forwarding ware-
houseman to send the destination ware-
houseman an itemized list of the articles
shipped. Another plan is to obtain from
the railroad at point of origin an extra
copy of the memorandum bill of lading.
Railroad agents as a rule are provided
with extra blanks for this purpose. We
find that many of the railroads are hav-

SHIPPING ORDER AND DECLARATION OF VALUE

THE BLANK WAREHOUSE COMPANY

This order covers goods now in possession

NAME _____ TOWN _____ STATE _____

ADDRESS _____ APARTMENT _____

Consisting of _____

Ship By Railroad ☐ Ship by Express ☐ Ship by Motor Van ☐

(Mark with X in the square above to show whether shipment is to be made by Railroad, Express or Motor Van.)

You are authorized to use your own discretion in routing this shipment, unless otherwise specifically instructed. If shipping or valuation orders are incomplete you are authorized to supply such omissions.

You are hereby authorized to ship the above goods to _____

Name _____ Town _____ State _____

Notice respecting arrival of goods at final destination to be addressed to _____

GIVE COMPLETE ADDRESS _____

Place _____

FILL OUT THIS VALUATION FOR RAILROAD SHIPMENT
(For explanation of Value and Freight rates see reverse side)

The undersigned hereby agrees and declares the value of said goods does not exceed _____ per pound for each article, it being understood that in the event of loss or damage the amount of recovery will be limited to this valuation. You are hereby authorized to declare the value of goods covered by this order to any railroad company, steamship company or other agency necessary in the transportation of the shipment at value above named.

NOTE: Railroad rates vary according to valuation. The lowest Railroad rate applies to goods released to a valuation not exceeding ten cents per pound. If higher valuation is declared shipment must be made at higher rates according to declared value. Therefore, shippers are required to state specifically in writing the agreed or declared value of the goods shipped.

TRANSIT INSURANCE

You are hereby authorized to secure for me transit insurance in the amount of \$ _____ against _____ to be obtained at _____ per one hundred dollars.

FILL OUT THIS VALUATION FOR EXPRESS SHIPMENT
(Express Companies require that the value be declared for purposes of applying their proper rate and liability.)

The total value of the above described goods is \$ _____

(Signature) _____

The railroad companies require the value of household goods to be stated at time of shipment in order to apply the proper rate. The railroad companies classification is as follows:—

HOUSEHOLD GOODS, PREPAID VALUE DECLARED IN WRITING AS THE RELEASED VALUE OF THE PROPERTY IN ACCORDANCE WITH THE FOLLOWING:

*Note 1.—The value declared in writing by the shipper, or agreed upon in writing as the released value of the property as the case may be, must be entered on Shipping Order and Bill of Lading as follows:—

"The agreed or declared value of the property is hereby specifically stated by the shipper to be not exceeding _____ per pound for each article. If compliance declines to declare value or agree to release value, in writing, the shipment will not be accepted."

	Classification and Ratings					
	OFFICIAL		SOUTHERN		WESTERN	
	LCL	CL	LCL	CL	LCL	CL
If value of each article does not exceed ten (10) cents per pound	1	2	1	2	1	2
If value of each article exceeds ten (10) cents per pound and does not exceed twenty (20) cents per pound	1 1/4	1	1 1/4	2	1 1/4	2
If value of each article exceeds twenty (20) cents per pound and does not exceed thirty (30) cents per pound	1 1/4	1 1/4	1 1/4	2	1 1/4	2
If value of each article exceeds thirty (30) cents per pound and does not exceed \$1.00 per pound	D1	1 1/4	D1	1	D1	1
If value of each article exceeds \$1.00 per pound and does not exceed \$5.00 per pound	B1	D1	B1	1 1/4	B1	1 1/4
If value of each article exceeds \$5.00 per pound	NOT TAKEN		NOT TAKEN		NOT TAKEN	

Carload Minimum weight 12000 lbs. 36 foot car; subject to rule 34 which increases minimum weight on increased dimensions of car.

L.C.L. Means Less Car Load	2	Means Second Class	1 1/4	Means 1 1/4 times First Class
C.L. = Car Load	2	Third Class	D1	Double First Class
1 = First Class	1 1/4	1 1/4 times First Class	B1	Three times First Class

EXPLANATION AND EXAMPLES OF FREIGHT RATES AND VALUATIONS ON L. C. L. SHIPMENTS

If shipped at a valuation of not exceeding ten (10) cents per pound and the first class rate from point of origin to destination should be \$1.00 per 100 pounds, the rate would be \$1.00 per 100 pounds.

If shipped at a valuation exceeding ten cents but not exceeding twenty cents per pound, the rate would be \$1.25 per 100 pounds.

If shipped at a valuation exceeding twenty cents but not exceeding thirty cents per pound, the rate would be \$1.50 per 100 pounds.

If shipped at a valuation exceeding thirty cents but not exceeding \$1.00 per pound the rate would be \$1.75 per 100 pounds.

(See last rates vary in different territories and must be figured on the basis shown above under respective headings.)

The releasing of goods to a specific valuation per pound means that in case goods are lost or damaged in transit, the amount of recovery will be limited to the declared valuation. FOR EXAMPLE: If goods are shipped at declared valuation not exceeding ten cents per pound and a package in the shipment weighing 100 pounds was lost or damaged the largest amount that could be collected from the railroad company would be \$1.00.

NOTE: The railroad companies in some cases have special commodity rates on second hand household goods or Emigrant materials which are less than the class rates but this commodity rate will apply only on shipments when declared at value not exceeding ten cents per pound. The commodity rates cannot be used in computing rates on goods of a declared value exceeding ten cents per pound.

(This Space for Warehouseman's Record.)

Obverse and reverse sides of "Shipping Order and Declaration of Value" form which was adopted by N. F. W. A. at Augusta convention

ing their supplies of bills of lading made up in a form that will meet this requirement, which is frequently called for by shippers in other lines of business.

"Another suggestion is that this association might arrange to print bills of lading, consisting of one original, one shipping order and two memorandum copies, making four to a set instead of three, as is commonly provided.

"It is further suggested that the emblem of this association be printed on these blanks and furnished to members at cost. The advertising feature of this proposal would, we believe, be worth a good deal to the association and to the members using these special forms."

Better Packing

THE progress of the campaign being conducted by the American Railway Association, in cooperation with public warehousing, for proper packing of shipments of household goods, was described in an address by A. L. Green, Chicago, special representative of the A. R. A.'s committee on freight claim prevention. He said in part:

"Although claims paid on household goods increased about 5 per cent in 1924 over 1923, and the number of carloads originated and received from connecting carriers dropped from 130,088 to 122,000 cars (with last quarter of 1924 estimated), we feel confident that conditions causing these claims are showing a definite trend toward betterment.

"The total amount paid by the carriers in 1924 on household goods claims, estimating the last two months, was \$665,000, or \$29,000 more than in 1923. Carload traffic accounted for approximately 47 per cent, or \$313,000, and l. c. l. 53 per cent, or \$352,000.

"We are encouraged to believe definite improvement is in sight, first because the year 1924 opened with monthly increases as high as 24 per cent and closed with monthly reductions of 10 per cent; and, secondly, as a cumulative result of the cooperative campaigns our respective associations have been running, there has never been before so much interest in the proper preparation of household goods for transportation.

"So far as the railways are concerned, the local freight agent is the key to all progress in the prevention of damage to household goods. If he sees his opportunity to save money for the railroad by turning down shipments improperly prepared, and by recommending to shippers the services of expert packers, the problem will be well on the road to a solution."

Mr. Green told about the "better packing" campaign conducted last September and declared that it "produced some good results." He outlined some startling instances of goods being offered, improperly prepared for shipment, to the carriers, and commented that "amateur packing still stands out as one of the chief causes of damage." Taking up Mr. Bowes' point of cooperation between

warehousemen and local freight agents, Mr. Green said:

"Two suggestions occur to us. One, that where warehousemen are organized locally, the freight agents' association be invited to attend one of your meetings for a round-table discussion of these questions. It will be suggested that a similar invitation be extended to warehousemen by freight agents. Second, a short itemized statement of what the warehousemen consider standard packing for articles more commonly shipped as household goods could be used by freight agents to advantage. We do not think that any changes in the Classification rules are called for, but can see how a conservative standard packing schedule compiled by recognized experts would assist agents in giving uniform and safe advice to shippers."

Mr. Green said an investigation was now under way looking toward improvement in crating practices, especially in the method of fastening heavy pieces in crates and in diagonal bracing of large crates.

In connection with the better packing situation the N. F. W. A. again went on record, on motion by Charles S. Morris, New York, as agreeing that no association member accept an order for shipment unless the goods be properly protected so that the shipment should arrive in good condition.

On motion by Walter E. Sweeting, Philadelphia, it was voted that the section of Mr. Green's address alluding to

Some More Snapshots by "Andy" Murray of "D. & W."



Charles S. Morris, New York,
past president of N. F. W. A.



T. J. Skellet, Minneapolis, an
N. F. W. A. director



Willard Eldredge, Atlantic
City, president, N. J. F. W. A.

"amateur packing" be printed in circular form by the associations and sold to the members at cost for distribution to customers.

In connection with points brought up in the Bowes report and the Green address, the convention took action in several ways besides adopting the shipping order and declaration of value form.

One action was the result of discussion of a program subject—"Should it not be a rule that the C. O. D. bills of shipping warehousemen be paid by corresponding consignee warehouse immediately upon the acceptance by or payment by the consignee?" After various delegates had expressed opinions, F. R. Wells, Savannah, offered a motion in three parts, two of which the convention adopted. Mr. Wells made these suggestions:

1. When the consignee warehouseman collects the correspondent's charges, remittance should be made within five days. The convention adopted this as future practice by members.

2. If the consignee warehouseman places goods in storage for a corresponding warehouseman because of being unable to collect charges, the consignee warehouseman need not remit until he can either collect from the owner of the goods or definitely arrange with the owner for the payment of the bill. This motion was defeated by vote.

3. In case the consignee warehouseman contracts with the owner to place the incoming goods in storage, the consignee warehouseman should remit within five days to corresponding warehouseman. This was adopted as association practice.

Commenting on this situation, S. S. David, Chicago, said the N. F. W. A. was in need of a "codified law" covering such actions, past, present and future. He moved that the board of directors be directed to prepare such a code, to be revised from time to time as might be



Edward T. Jenkins and A. M.
Fleming, Brooklyn

necessary, for distribution each year. The convention so voted.

The delegates approved also a suggestion that the N. F. W. A. emblem be on bills of lading, the latter to be distributed from the secretary's office in Chicago.

After discussion of the problem "Danger in shipping radio batteries," the convention adopted a motion, adopted by Lee Orcutt, St. Louis, that wet radio batteries be shipped on separate bills of lading.

Cost Finding—Leasing Dates

"PRICE Cutting and Cutters" was the subject of talks by S. S. David, Chicago, and Charles S. Morris, New York.

Mr. David characterized price cutting as "a cancer which eats into the vitals of every industry," declaring that "when the disease has run its course, the industry has no backbone left." He emphasized that educating the public must be kept constantly in mind.

The contribution by Mr. Morris was the reading of a paper which he delivered on the subject, "The Business Anarchist," before the Illinois Furniture Warehousemen's Association in 1913. The points then brought out proved to be applicable to conditions today.

The National's cost finding system was reported on by Martin H. Kennelly, Chicago, and William R. Wood, New York, respectively chairman and vice-chairman of the costs and accounting committee. Opinions were expressed that the members were beginning to realize the benefits of the system.

James H. Hoeveler, Pittsburgh, presented a depreciation sheet for use in connection with cost finding. He explained in detail how the use of this document would enable warehousemen to cut down their Federal income taxes. The depreciation sheet, illustrated herewith, was adopted by the convention.

As chairman of the membership committee, Charles S. Morris, New York, made a plea for help in obtaining "quality" membership hereafter, instead of support for any effort to develop numerical strength only.

The leading dates committee—James L. McAuliff, Chicago, chairman—presented a careful analytical report regarding the situation involving the system of fixed leasing dates in the cities where that system prevails, and reported

On motion by W. I. Ford, Dallas, a questionnaire along that line will be sent to the members, who will be asked also whether they want the magazine's name changed.

Regarding the publicity committee's cooperative advertising plans, Mr. Sweeting said only twenty-five members had indicated active interest; for these a modified service may be provided by the committee.

Insurance

INTRODUCING the subject of insurance, Milo W. Bekins, Los Angeles, chairman of the committee handling that problem, announced that a new subcommittee had been created—a division of accident prevention insurance with L. L. Leonard, St. Louis, at its head. Mr. Bekins explained:

"It is hoped that much good can be accomplished in the way of reducing or preventing accidents, both as they refer to compensation insurance, motor truck insurance and fire insurance.

"Insurance always creates a position for the professional firebug, who makes a business of starting fires for the collecting of insurance when business is bad. The question of arson many times is difficult to prove but a large proportion of the fires termed 'unknown causes' can be attributed to this practice.

"Perhaps if the legitimate business man realized he was paying for losses of this kind he would directly interest himself more in insurance matters. I am sure that the accident prevention committee will be able to accomplish a great good in sending out bulletins, giving out general publicity in the way of preventing motor truck accidents and reducing carelessness of workmen."

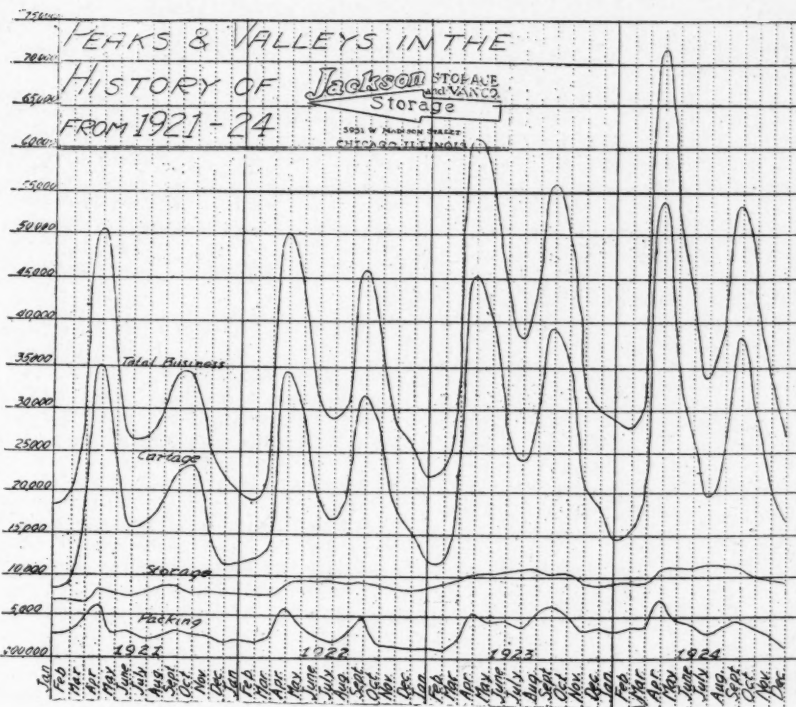
Alluding to automobile insurance, handled by a subcommittee headed by A. H. Hollander, Chicago, Mr. Bekins quoted from a letter from Mr. Hollander expressing opinion in connection with such coverage quantity buying is the only wedge that will open the independent way insurance companies are now doing business. "I believe," Mr. Hollander added in his letter, "that the industry is strong enough to carry its own insurance in all branches, thereby materially reducing the rate."

The Cass & Johansing all-liability insurance policy which has been indorsed by the National and by the Pacific Coast Furniture Warehousemen's Association was explained to the convention in detail by F. B. Cramer, Los Angeles, representing the insurance firm of Cass & Johansing of that city.

As head of the building insurance subcommittee, Ernest H. Milligan, New York, outlined the work ahead.

"It will be our endeavor," he said, "to review all of the various forms of schedules now in use throughout the country and to recommend a uniform schedule which should be a consolidation of the advantages of all the schedules. This schedule then should produce substantially lower rates and at the same time the uniformity should impress the rating organizations with the fairness of our

Ups and Downs of Furniture Moving



"It will pay you to study this graph and to note how, year after year, our business rises to a peak on May 1 and Oct. 1 and falls to a dead level immediately thereafter."—James L. McAuliff, Chicago, in his report as chairman of the N. F. W. A. leasing dates committee

position and distribute the actual cost of insurance to the warehouse industry more evenly throughout the country.

"This is an extremely large undertaking and one that will require full co-operation from every member. It will be necessary for us to have actual information as to the amount of insurance carried on the building, the premiums paid, and the losses collected, from the majority of the members, covering a period of at least five years and, if possible, ten."

Mr. Milligan held out as being possibly attractive to the members a form of warehousemen's income insurance written during the past year by Howard S. Tierney, Inc., New York, for the New York Furniture Warehousemen's Association. With this coverage, he said, it is easier for a warehouseman to interest financial capital in replacing a plant destroyed by fire.

Labor

THE report of the committee on industrial relations—Harvey B. Lyon, Los Angeles, chairman—cited some interesting statistics based on returns from questionnaires sent to members.

Of 210 replying to an inquiry regarding bonus systems for employees, 52 said they had tried such systems and 23 of these reported them "unsatisfactory"; opinions were conflicting as to whether they stimulated better work. Of 17 who

had tried the stock ownership plan, 7 said results were not satisfactory.

Thirty-two members reported trying group insurance and 5 of these said it was unsatisfactory.

Seventeen per cent of reporting members said they operated on strictly union plan, 12 per cent on the American plan, 71 per cent on the open shop plan.

The 210 reporting members employ, the Lyon report shows, 642 warehousemen, 670 packers, 1834 drivers and 1640 helpers. Of these employees, 10 per cent work eight hours a day, 64 per cent work nine hours a day and 26 per cent work ten hours a day.

Of these employees, 11 per cent of the warehousemen, 13 per cent of the packers, 19 per cent of the drivers and 29 per cent of the helpers receive a weekly wage of less than \$25. Other weekly wage figures compiled are as follows:

\$25-\$29—warehousemen 15 per cent, packers 12 per cent, drivers 19 per cent, helpers 31 per cent.

\$30-\$34—warehousemen 37 per cent, packers 33 per cent, drivers 27 per cent, helpers 22 per cent.

\$35-\$39—warehousemen 20 per cent, packers 28 per cent, drivers 23 per cent, helpers 14 per cent.

\$40 or more—warehousemen 17 per cent, packers 14 per cent, drivers 12 per cent, helpers 4 per cent.

The report brought out that Detroit warehousemen pay the highest wage

scale and Montgomery, Ala., the lowest.

Mr. Lyon told "what a working man wants"—

1. A steady job.
2. Fair wages.
3. Good foremen who have executive ability and who take personal interest in the men and in developing their loyalty.
4. Satisfactory working conditions—physical ones such as ample ventilation, good light, modern equipment, etc.

An Ancient Problem

THE familiar bugaboo, the bug called the moth, came in for the customary volume of convention discussion, talks being made by Dr. E. A. Back of the Bureau of Entomology of the U. S. Department of Agriculture; T. W. Orcutt, St. Louis; and Edward E. Mohr, Chicago, of the Enoz Chemical Co. Louis B. Cooper of the Larvex Corporation, Brooklyn, filed with the secretary a paper outlining his company's products.

Dr. Back showed numerous exhibits of clothing, brushes, etc., which moths had infested, and explained the preventive work which the Department of Agriculture is carrying on. It was brought out that the government official will assist the Security Storage Co., Washington, D. C., in an early experiment of fumigating an entire warehouse.

Mr. Orcutt made formal announcement to the industry regarding the Orcutt Vacuum Systems, Inc.—moth, fire and damp proof storage compartments which he has invented, designed to destroy moth eggs, moth larvæ, adult moths and other injurious insects "without the use of destructive chemical preparations and dangerous gases." He stated that the Department of Agriculture had investigated the system and had given its indorsement, and Dr. Back in his talk confirmed this.

Mr. Orcutt said that his own installation had cost him about \$4,000 thus far, and further experiments were being carried on. No arrangements had yet been made for general installations of the compartments in other warehouses, he explained, and no price had been fixed, but announcements would be made in due time.

Mr. Cooper explained what "larvex" is, declaring that "used in conjunction with any approved method of extermination it will afford what amounts to a two-fold protection in that the egg and larvae are destroyed by the extermination process, and by the proper application of larvex reinfestation cannot occur."

Estimating

A PAPER, "How to Make Better Estimates and Better Estimators," by Henry M. Burgeson, Los Angeles, head of the standard packing and estimating division of the uniform methods committee, was read by S. C. Blackburn, Kansas City, chairman of the latter committee, Mr. Burgeson not being in attendance.

Declaring that the furniture warehouseman "holds a key place" in the lives of families which "in a most real sense must trust blindly to the packer and shipper of household goods," Mr. Burgeson said:

"There can be no side-stepping this responsibility—no dodging of the facts and issues involved. The furniture warehouseman's service is either worthy or unworthy, either good or bad. There can be no middle ground, no straddling space of divided responsibility. And the judge and jury, the court of last resort, by whose judgments the mover must abide as to the dependability of his service, is—the family who moves.

"The net of this whole matter is, then, that service is the sum total of what we have to sell. And not 'eye-service.' Rather it is a service which must be rendered when the eye of the customer is not looking—when the confidence of the client is blindly reposed in our integrity, intelligence and ability.

"Is not this an opportunity worthy of the most intensive effort in the endeavor to excel in the character of service? There can be but one answer. It must be the affirmative.

"Literally, then, the life of the honest-minded man who is engaged in the occupation of a furniture warehouseman is a life of service. And none but men who are well prepared by honesty of purpose, liking for the occupation and ruggedness of character should approach this job of estimator or salesman in this particular line of endeavor."

If the warehousing business is to flourish, "the service must be sold, and sold at a profit," Mr. Burgeson said, adding:

"How to exchange this service for money—at a profit—how to win customers and hold them—is a study that must be undertaken for serious mind and determination to succeed, if the warehouseman has any hope of becoming proficient and of building a customer list that will yield him both satisfaction and a goodly income."

The estimator or salesman should possess, Mr. Burgeson said—

1. "A fair knowledge of the technical details of the business of packing and shipping furniture and other household goods.

2. "Some dependable knowledge of transportation methods, of railway and steamship lines, and be able intelligently to answer offhand simple questions put to him by customers concerning such transportation.

3. "A practical knowledge of his country, as to geographical locations of cities, climatic conditions in various sections, altitudes, industries, etc.

4. "The indispensability of what was referred to by Theodore Roosevelt as 'guts.' More than backbone. More than determination. More than high purpose. It is the ability to 'stay put.' To stand up and fight when occasion requires, without backing down an inch.

5. "Loyalty. Integrity. Cleanliness. Self reliance. Courtesy."

Deploing the practice in some sec-

tions, of giving estimates equivalent to "guess-timates," Mr. Burgeson said it was due to ignorance of costs of doing business and had "naturally and easily led to the pernicious, unethical and entirely foolish habit of price cutting in the mad effort to keep competitors from landing orders." He went on:

"The salesman in this industry should be well versed in cost knowledge before he undertakes to estimate the cost of rendering a service to the customer. With the customer the salesman's word is final. The salesman is responsible (in the eyes of the customer) for faithful performance from the time a price is agreed upon until the goods are delivered at destination. If the final bill rendered exceeds in the amount the agreed-upon price, the customer gets the impression that he has been cheated deliberately, and he will blame the salesman who quoted the price and who made the agreement on behalf of his company.

"The very essence of business building for the furniture warehouseman is that the customer be satisfied, not alone with the service rendered, but also with the treatment he receives on the financial transaction. Without customers there can be no business, and without satisfied customers there can be no healthy and sustained growth and development of reputation."

Mr. Burgeson presented the following "course of study in making better estimators or salesmen":

1. "First Lesson. *Know Thyself.* The importance of this to you. The importance of this to your house. The importance of this to customers.

2. "Second Lesson. *Know Thy Customer.* A bright consideration of 'the other fellow'—Who is he? Where is he? Why is he a prospect for your house? Is he any different from any other fellow?

3. "Third Lesson. *What Have You to Sell?* What is meant by the word Service in this industry? The intimacy of this service. How the reputation of your house is in your care.

4. "Fourth Lesson. *Locating Prospective Customers.* Learn how and where to look for 'leads.' Experiences of others. Importance of initiative in digging out prospects.

5. "Fifth Lesson. *Contact With Prospective Customers.* The approach. Winning respect and confidence. Disarming suspicion. Analyzing the needs. 'Service above self.' How to make tact complete your contract. Presenting the qualifications of your house without getting into an argument. Concluding the transaction.

6. "Sixth Lesson. *Telephone Interviews.* 'The voice with the smile wins.' What not to say to a woman. What not to say to a man. Length of conversation. Discussing details over the 'phone. Making appointments.

7. "Seventh Lesson. *Be Sure of Your Facts Before Stating Them.* How customers are lost through carelessness. Far-reaching results of losing one cus-

(Concluded on page 30)

Announcing

For Traffic and Sales Managers

A Series of Articles

By H. A. Haring

On the Economies to Be Derived by Distributing Commodities Through Public Warehouses

BEGINNING with the April issue, *Distribution & Warehousing* will publish each month an article, written from the national shipper's viewpoint, on some phase of the commercial warehouse system of routing goods from factory to retailer and consumer.

This new series will continue during the coming months and will give traffic and sales managers in formation on public warehousing that has never before been assembled in any publication.

The first article will point out Savings in Cartage Costs As Made Possible by Judicious Selection of Warehouses.

In following issues will appear articles which are here summarized as follows:

1. Double Taxation of Warehoused Stock. How This May Be Avoided Lawfully and Effectively.
2. How Warehousing the Goods Smooths Out Irregularities of Manufacturing. Public Warehousing Tends to Promote Continuous Factory Operation.
3. Public Warehousing As a Safeguard Against Moral Risks—Theft of Goods From Stock, Hazards of Tampering With Goods on Which Banks Have Made Loans, Fires of Questionable Origin, Etc.
4. How to Advertise Your Warehoused Stocks So As to Swell Your Sales to Get Business Which You Are Now Missing, Etc.
5. Custodian Warehousing (Sometimes Called Field Warehousing) As a Little-Understood Opportunity for Factories That Are Borrowers From Banks.
6. How Warehoused Stocks Have Saved Mar-
- kets When the Factory Has Burned or Been Seriously Crippled.
7. How Public Warehousing of Goods Costs Less Than Private Branch Storerooms.
8. The Savings From Low Insurance Rates of Public Warehouses.
9. Illustrations of How Spot Stocks in Public Warehouses Can Save a Market.
10. Examples of Financing the Factory Through Warehoused Stocks, Especially Where the Factory Has Failed to Get At Home All the Bank Aid It Needs.
11. How Spot Stocks in Public Warehouses Help Sales Distribution, Cut Down Sales Expense, Increase Mobility of Goods, Increase Sales, Etc.
12. Examples of Where Public Warehousing Costs Less Than Private—Based On Experiences of Distributors Who Have Tried Both Systems.

The Author:

H. A. Haring has for two years been investigating all phases of public warehousing and has interviewed hundreds of traffic and sales representatives of national distributors and many public storage executives. He is recognized as an authority on the subjects of the series which he is writing for *Distribution & Warehousing*.

Mr. Haring's articles will be a comprehensive "Outline of Distribution With Relation to Public Warehousing."

***Those Who Do Not Receive Distribution & Warehousing Regularly
Should Enter Subscriptions at Once as Few Copies Are
Printed Beyond Actual Requirements***

The Warehouse Industry as the Buttress of the Commodity Exchanges

By H. A. HARING

SOME months ago, in an interview, one of the Board of Commissioners for the Port of New Orleans made a remark of this sort: "The strangest thing about our port warehouses is the preference the men have for some of them. Every time we get a good fellow, he's not satisfied until he's in the listed-cotton house or in the customs-bonded section."

This statement was rather puzzling and before closing the interview I reverted to the remark and asked for elucidation. The Board member explained:

"That's part of the oddity of the thing. The good-for-nothings, whom our superintendent can't trust out of his sight, are content to work in the merchandise sections or in the free houses, but the good ones prefer work where everything is strict. Not many of them can explain why, but without any definite reason they would rather work where every pound of cotton or sack of raw sugar is accounted for. The only explanation we have ever found is just that men prefer strict accountability rather than laxity."

That phrase, "strict accountability," is a yardstick by which many of our so-called warehouses would prove to be "short measure." But it is notable that any warehouse whose receipts are "regular" for delivery over the exchanges is of the better type. It is thoroughly up to standard.

The reason, of course, is plain. In order to be "regular" for good delivery the warehouse must submit to supervision by the exchange. Trades on the commodity exchanges involve such high values that the ex-

change dare not run the risk of the goods not being in the warehouse and not being of the grade and quality named in the receipt. To guard the validity of the receipt, the exchange does its own policing. Its inspection ranks with that of the Federal Warehouse Department for thoroughness, and the exchange regulations are filled with sharp teeth for the offender.

Another experience was encountered in several warehouses that handle miscellaneous merchandise. In talking with employees—both in the office and on the floors—it was found repeatedly that they had the utmost respect for those patrons who made periodical checks of stocks in store. The bookkeeper and the warehouse foreman prefer those customers who occasionally send a man to count and tally the goods. They feel a pride in the "O. K." of such an auditor and, like the good-for-nothings at New Orleans, when they find a depositor who seems careless of his goods, they, too, feel careless. Toward such a patron they exhibit the same contempt that the bank clerk does for the depositor who is known never to reconcile his account with the bank's statement.

With, however, a warehouse that is "regular" with the exchanges no such difficulty is encountered. They are so thoroughly supervised and checked up that no employee grumbles about carelessness. Some explanation of what the exchanges do for their recognized warehouses may be of interest just to show what is possible in the way of supervision. For it is presumed that the readers of these pages who merchandise warehousemen do not run amuck of such regulations.

THESE regulations have another interest. In the cotton States, wherever legislation has come over the cotton warehouses the law-makers have patterned their regulations after what the cotton exchanges have perfected for supervision. Wherever, also, the grain States have enacted grain warehousing laws, as more than twenty of them have done, they, too, have copied the grain exchange rules. The only rice and sugar laws we have were drafted almost in the wording of the coffee and sugar exchanges of New York and New Orleans.

Warehousemen may therefore expect that if ever legislation comes for merchandise warehousing the law-makers will model the statutes after the only precedent they can find—the rules of some exchange for some other commodity.

If ever this country sees a way out of the embarrassments of "said to contain" and "described as or said to be," the solution is likely to come through some such bonding and inspection method as the exchanges have proved most effective. On that account warehousemen of merchandise may possibly see in

the exchanges' methods what the next generation of warehousemen will face. For, if there is any reading of the future, it is that owners of goods and their bankers are going to demand some escape from that "order and condition unknown" part of the receipt.

Tender of Receipts

For the commodity exchanges, all trading for future delivery is based on warehoused commodities. Much cash or spot trading depends also on warehouse receipts, especially in tobacco and cotton, sponges and rice. To a limited extent the bill-of-lading is good delivery on the last three or four days of the delivery months on some exchanges, and of course on-track selling is a feature of cash grain, spot hay and spot straw, etc.

In a general way, however, commodities in warehouse storage support the exchanges. Trading goes on for goods never seen by either of the parties. The only manner of dealing is to have the commodities thoroughly standardized and graded. Any commodity that can be completely graded becomes avail-

able for exchange trades. Lots are offered by grade of established units, and on no other basis is long-range buying and selling conceivable.

In order to control the warehouses, each exchange permits delivery on contracts to be made only by tender of warehouse receipts of certain companies. Each of these is examined by the board of directors and, when found fit, is licensed for "good delivery" on that exchange. When thus licensed it is known as a "regular" warehouse. The receipt of any warehouse not formally declared "regular" is not deliverable on contracts, and the goods in such a warehouse are not, as a consequence, available for trading on the exchange. They resemble "unlisted securities" on the stock exchanges—they may be perfectly good, but not having complied with certain conditions they are outlawed.

On most of the exchanges the exchange through its own inspectors does all the weighing and grading for everything that enters the warehouse and, in due time, for everything that goes out. These inspections are known as the "in-inspection" and the "out-inspection." They correspond exactly to the ware-

houseman's tally of goods, except that the tallying is done entirely by disinterested officers. Their findings as to quantity and quality are the quantity and quality for which the warehouseman becomes responsible; they are the description inserted in the receipt.

It is then customary for the exchanges to register the warehouseman's receipt, in order to compare it with the inspector's report. Registration is necessary before the receipt is valid, exactly as stock certificates are validated by the registrar of transfer. When delivery is to be made, the warehouse receipt must be presented to the registering officer for cancellation before being honored by the warehouseman.

No risk of telephone requests for delivery or shipment against receipt.

In addition to cancelling the receipt, the exchange names the hour when loading out is to occur. Its inspector and weighmaster is on hand for the "out-inspection." Should these agents not be on hand, the "regular" warehouseman waits. The customer may storm or threaten all he will, but he gets nothing until the official inspector shows up.

A Florida Market Day

THROUGHOUT the country a wide variety of commodities are traded over exchanges for which "regular" warehouse receipts are the only medium of delivery. Grain and flour, mill-stuffs and flaxseed, hay and straw, are dealt in at ten principal exchanges and about fifteen lesser ones. Cotton for future delivery occurs at New York and New Orleans (and since December, 1924, has opened at Chicago), with about twenty cash cotton markets. Sugar and coffee occur principally at New York and New Orleans, with rice chiefly at the latter city. Trade occurs also for provisions and lard, grass and clover seeds, hides, hops, dried peas and dried beans, wool, linseed oil and cake, vegetable oils, waxes and fats, animal oils and fats, butter and cheese, naval stores, castor beans, sponges, etc.

If any merchandise warehouseman cares for a memorable day in Florida, he has but to spend a few hours at the sponge warehouses of Tarpon Springs. By ascertaining when a "market day" is to occur, he will witness one of the most picturesque sights in America, as well as attain a wholly new idea of the warehousing industry. To a lesser extent he will have an equally interesting experience by visiting a rice warehouse in Louisiana at "auction time."

In both instances, the warehouse is the buttress of the trade in question, but the methods are so unique that the warehouseman from another part of the country will never forget the sight.

The warehouses of the Sponge Exchange at Tarpon Springs are of brick and steel. They are constructed on three sides of a square, the pavement of which is concreted. Each compartment of the warehouses has its front side (facing the square) made of steel rods, like a prison or the cage of a zoo. When a sponge fishing boat comes into

harbor its crew transfers the "catch" to one of these compartments. The curious padlock is doubly keyed—the warehouseman having one key, the crew the other, after the manner of a safe deposit box. Day after day the crew is admitted to its compartment for the purpose of assorting and grading the sponges.

When "market day" comes the crews bring forth their goods. The sponges are arranged on the pavement of the square for inspection by the buyers.

AS LEGISLATION SPREADS—

SOME explanation of what the various exchanges—grain, cotton, tobacco, rice, sugar, etc.—do for "recognized" warehouses may be of interest to merchandise storage executives, Mr. Haring says in this article, "just to show what is possible in the way of supervision." For, he points out—

"In considering the regulations of trading exchanges a warehouseman may guess shrewdly where the law-makers will look for guidance whenever they contemplate warehouse regulations. . . . As law-making extends to other types of the warehousing industry the warehouseman may as well be prepared for attempts at the impossible."

This is the third of a series of articles which Mr. Haring is writing for *Distribution & Warehousing*, based on a two-year inquiry during which he interviewed hundreds of men in the public storage industry, Government officials, officers of commodity exchanges, and industrial traffic and sales managers.

These articles by Mr. Haring will appear regularly during the coming months and will present fresh viewpoints for both shippers and warehousemen.

At the hour of sale each bidder hands the warehouse superintendent a written bid. These the superintendent compares, and announces the name of the high bidder but not the amount. Other bids are at once destroyed without record. The seller (the sponge crew) are given the option of accepting or rejecting the offer; they may even barter with the high bidder but with no other. If they reject the offer the lot of sponges must be returned into store, it not being permitted to offer any lot twice on the same day. In case of sale the sponges are removed to the private warehouse of the buyer, the town being full of such warehouses. These are of quite different type. Within them the purchased sponges are commercially graded, cleaned and compressed for shipment.

The methods of the rice exchanges are largely similar, with the same meth-

od of sealed bids rather than the competitive bidding of trading exchanges as ordinarily they exist.

With few exceptions the exchanges require bond of each recognized warehouseman. These bonds are in addition to any bond to the State. Of the principal grain exchanges the three in the East—Baltimore, New York and Philadelphia—do not insist on this bond. Of the six chief western grain exchanges, five demand bond, the exception being at Minneapolis where the State exacts a bond of \$50,000 from each elevator. The fact of this heavy State bond does not, however, deter the Duluth Board of Trade from asking a bond for its additional protection. Each elevator that is "regular" for that exchange must file bond for fifteen cents per bushel of capacity of the house. At Kansas City this rate is ten cents per bushel. At Chicago, Milwaukee and St. Louis the sum of bond is left to the judgment of the board of directors.

Cotton warehouses both at New York and New Orleans are bonded "as may be required by the board of managers of the exchange." Discretion as a rule is given the board of directors for other exchanges.

Report Blanks

MOST elaborate reports are the requirement of "regular" warehouses. These are demanded daily, weekly, monthly and annually. They must show receipts and withdrawals, balances in store, etc., for each kind and grade of each commodity.

Possibly the Merchants' Exchange of St. Louis has the most formidable report blank, its minuteness of detail reminding one of the Minnesota cold storage report form or that of Wisconsin, which makes the warehouseman weigh the halibuts in store if he reports truthfully. At St. Louis the registered elevator man must report receipts and withdrawals and balances for 82 grades of wheat, 22 of corn, 32 of oats, 5 of rye and 7 of barley.

At some other exchanges, where volume of warehouse movement is less, the warehouseman is permitted to transmit the daily report by telephone. Everywhere, however, the weekly and monthly reports must be in regular form, with due certification as to accuracy.

None of these reports permits the laxity and carelessness that will pass muster with the State reports with which the warehouseman is familiar. Inasmuch as the exchange has inspected and weighed all receipts and withdrawals, and has registered both issuance and cancellation of all receipts, the warehouseman has no option other than to report correctly and exactly. Failure to "balance on report" may cost the warehouse its franchise for "good delivery" on the exchange, in addition to making it liable under its bond.

The cotton warehouseman faces an interesting development of individual package delivery, due to the nature of bales of cotton. Each bale has its own weight and grade, and only to a limited extent is cotton commingled as grain is.

Two bales of cotton are not as identical as two bushels of rye. The bale is, therefore, tagged with its individual number of identification. The most familiar comparison is that of trunks at the railroad baggage room.

The unit of delivery for cotton over the exchanges is 100 bales. The intention is that this shall be of a single grade by inspection. Although cotton is received in large lots the inspectors may separate it into several grades. Therefore what was received into store as a single lot may not be deliverable as one lot. Accordingly, when delivery is ordered the withdrawal order is quite likely to contain 100 numbers, rather than to run against a lot of 100 bales.

In the matter of sale of goods in store the "regular" warehouse for an exchange differs from ordinary merchandise storage. Transfer of ownership "on the books of the warehouse," without removal of the goods, is a common occurrence. It not only happens frequently, but may change title to a single lot of goods half a dozen times within a single day. So closely is such transfer of title connected with trading on the exchanges that none of the ordinary storage conditions apply. It is, in particular, a distinct part of the rules for a "regular" warehouse that transfer of title does not terminate the storage contract. So rapidly, in practice, do warehouse receipts pass from hand to hand that the exchanges have most intricate rules to apply. These rules are further complicated by the use of "delivery notices" as substitutes for warehouse receipts.

On the exchanges only negotiable-form receipts are valid for delivery. Until thirty or thirty-five years ago warehouse receipts in negotiable form and indorsed in blank were sent from office to office by messengers for delivery against contracts, the receipts being attached to the invoice. Under that system, when registration of these receipts was not so carefully guarded as it is today, receipts were sometimes completely lost. The method required, too, fast work by messengers and close calculation by their employers in the effort to reach distant offices and make lawful delivery of the receipt in the time permitted.

Today, however, all this has been obviated by a method that follows the principle of the bank clearing houses. All the exchanges, without any exception that I have found, establish each day (or each month for certain commodities) a "delivery session" or a "delivery hour," which is a period during which every member (who may have deliveries due him) must be present or represented on the exchange. No longer are the office corridors worn out by messenger boys' feet; instead, at one corner of the exchange floor members pass warehouse receipts from hand to hand at five or ten minute intervals.

"Substitute Receipts"

NOR is the "delivery" session the only method of expediting delivery of warehouse receipts over the exchanges. A further short-cut has been evolved. It

is both quicker and safer. Under that method, when a seller is prepared to make delivery of cotton or coffee, sugar or oats, he makes tender of warehouse receipts by use of a substitute document. This substitute is known as the "delivery notice," or "the transferable notice," or the "transferable order," or merely as the "notice." It is used on all exchanges where volume of trading is large. A simple form is that of the Board of Trade at Chicago which reads merely thus:

"We have on hand ready for delivery the following described Warehouse Receipts, and hereby make tender of the same to you in fulfillment of our contract for sale to you of . . ."

The usual requirements of the "notice" are that it shall:

1. Be in writing;
2. Give on its face the name and address of the issuer;
3. Give a detailed record of the warehouse receipts which it is proposed to deliver;
4. Name the contract price at which delivery is to be made;
5. State the rate of storage and the amount of storage accrued to date.

Occasionally other items are necessary.

The "Notice" System

SUCH a "delivery notice" is in form convenient for passing from member to member by indorsement. Each holder indorses to the next, with annotation of the price at which the goods are delivered as stipulated in the contract against which it is applied. The indorser, under the uniform receipts Acts, guarantees nothing but his right to hold and transfer the "notice."

The original issuer, known as the "maker of the notice," must make delivery of his "notice" within a certain length of time from the opening of the "delivery session," and each successive holder must pass it on within a specified time. In order to fix this time beyond question, each indorser enters on the reverse side of the "notice" the exact minute of delivery to the next holder. The usual period during which such a "notice" may be held by a member and yet be valid for delivery to another is five minutes, although on a few exchanges this is longer, being as much as fifteen minutes at two or three places.

The "last holder" of the "notice," or "the holder with whom last lodged," is obliged to present the "notice" to the maker or issuer to be exchanged for the appropriate warehouse receipts. Any member, of course, who desires to accept delivery of the goods rather than to apply the "notice" on his own selling contracts, is privileged to "stop the notice." This he does by the simple device of holding it more than the stipulated number of minutes, or, in the parlance of the trades, "he pockets the notice." This "last holder" pays the price when he receives the warehouse receipts, all intermediate holders settling their accounts by paying net balances only.

It is arranged that storage charges "run against the goods." The storage contract does not terminate with each

transfer of ownership in the receipt. The charges are paid by the member who finally presents the warehouse receipt and demands delivery of the goods, he having adjusted with previous holders for their share of the charges. The warehouseman, therefore, of a "regular" warehouse has no concern about his charges and it matters little how many hands may have owned the receipt. All the accumulated charges are paid by the final holder.

When charges are paid, the warehouseman "stamps the receipt" to indicate the date to which storage charges have been adjusted. A usual wording of this "stamping" is this simple formula:

"All storage paid to and including, except delivery charges. Additional storage accrues on"

When the warehouse receipt is delivered to the new owner, the exchanges require that he shall have a reasonable assurance that the goods may remain undisturbed in store for a few days. It is, further, usually the rule that the seller shall prepay the storage for these days—three to ten days. These days have come, accordingly, on the exchanges to be known as the "free time." They corresponded, in the beginning, to the similar days of "free time" when the goods originally went into store.

For the principal grain exchanges the regulated periods of such "free time" for warehouse receipts are as follows:

Baltimore: Three days' free time, including day of delivery. For hay and straw, it is two days.

Chicago: Five days' free time from date of delivery.

Duluth: Ten days' free time from date of delivery.

Kansas City: Six calendar days of free time after date of delivery.

Milwaukee: Five days' free time from date of delivery.

Minneapolis: Five days' free time not including date of delivery.

New York: "The days of sale and the three following work days, without regard to the weather, shall be free of storage to buyer."

Philadelphia: Five days' free time including the day of tender.

St. Louis: Five days' free time from days of delivery. For grain in sacks this is three days.

(The date of delivery refers to transfer of the warehouse receipts, not to withdrawing the goods from store).

Coffee and Sugar

FOR cotton, both at New York and New Orleans, these free-time allowances do not exist, but the warehouse receipt must show that storage charges are paid to date of transfer.

The sugar and coffee exchanges, as well as those for provisions and lard, follow the rule for cotton.

In the exchanges for coffee and sugar the peculiarities of those commodities enter the cause variation in the inspection and weighing. When the warehouse receipt is to be transferred, the seller presents in writing (on the "delivery notice") the name of a licensed grader who is to act for him. The final holder of the receipt, who expects to take de

livery of the goods, also names a grader. Both nominees must be, of course, selected from those who have previously been licensed by the exchange for these services. The two graders then agree upon a time for joint inspection of the goods.

For warehouses that handle provisions, the reports contain one peculiarity that is always interesting. The warehouseman must keep his records in such manner as to show at all times the age of the salt pork, sides, bacon, ribs, lard, etc. In rendering the monthly report to the registrar of the exchange at Chicago, as the most elaborate example, each of the items of provisions must be sub-divided into those "made from Oct. 1, 1923, to Oct. 1, 1924," and those "made previous to Oct. 1, 1923." Each year, on October first, these dates are changed in the new report forms which appear at that date.

In considering the regulations of the trading exchanges a warehouseman may guess shrewdly where the law-makers will look for guidance whenever they contemplate warehouse regulations. The exchanges, for their own protection, have worked out drastic regulations for warehouses whose receipts are "good delivery." These regulations have been necessary, and most of them are founded on good reasoning. None of them is too rigid for the direct purpose it serves.

When, however, the law-makers copy these regulations wrong is often done. They are copied into the statutes because they are right at hand for easy adoption. In making these rules into laws, too often the Legislatures have lost sight of the single purpose of exchange rules, and they have unwittingly imposed on the warehousing industry laws that are needlessly severe—so severe that observance has been impossible. In spreading such laws on the books, due account has not been taken of the conditions of a State as a whole in contrast with the warehouses of a single city and only those of that city which wish to qualify for exchange trading.

Changing Legislation

IN this way, State after State tried impossible grain warehousing laws. The same thing happened with all the earlier cotton warehousing laws of the South; they patterned after New York and New Orleans for tiny villages where the cotton warehouse was nothing but a shed, often with barbed wire for walls.

These early statutes have generally been superseded by more reasonable regulations, but as law-making extends to other types of the warehousing industry the warehouseman may as well be

prepared for similar attempts at the impossible.

This method brings to attention peculiarities of coffee and raw sugar. They are received into store by "regular" warehouses without the usual "in-inspection." Grading and weighing is done within five days of delivery of the warehouse receipt. Both coffee and sugar must be weighed within seven days of delivery of the receipt, and the weighmaster's official "return" must be attached to the receipt. If an older "return" is used, it is permissible only on condition that the goods have remained inside the warehouse continuously since the previous weighing. If removed to another warehouse, re-weighing is necessary. For coffee, with an old "return" of weight, the buyer is "allowed $\frac{1}{4}$ pound per bag per month or fractional part thereof from date of original return." It is, in other words, calculated that each bag of coffee will shrink $\frac{1}{4}$ pound per month. With raw sugar this shrinkage is estimated to be 350 pounds for each 50 tons per month.

Cotton and Grains

IN a similar manner, the official weight of a bale of cotton is binding for only five days over the exchange at New York and fifteen days at New Orleans. After that period, shrinkage is calculated at one-half pound per bale (500 pounds).

With the grains, the warehouseman issues his receipt for the weight as found by the official inspectors when it is received into store. When he delivers out of store, the weight is again calculated by the inspectors. There being, under the rules, no regulation for shrinkage during storage, control of this factor becomes the warehouseman's problem. Shrinkage is his loss. Gain in weight, through absorbing moisture, becomes a source of profit.

Both in the grain and cotton trades these losses and gains in weight become of importance—an item of which the merchandise warehouseman has no counterpart. Western grain, as example, in the sunshine of late summer becomes thoroughly dried out, because rain does not occur and dry weather rules unbroken for weeks at a time. When grain of this sort reaches the warehouses or elevators of the Pacific Coast or Gulf Ports, it hungrily absorbs moisture from the ocean air. It gains in weight. This increased weight is one of the chief reasons why sacks are used for grain in those sections, rather than storing in elevators under the fungible principles. Commingled grain hands over all the gain in weight to the warehouseman. Grain

owners, accordingly, willingly stand the cost of grain sacks, with the larger charges for handling, etc. What they gain in weight of the contained grain more than offsets the added costs.

With cotton exactly the same thing happens. Cotton from the dry interior of such States as Oklahoma and Texas, together with upland sections of all the South, absorbs much moisture when it is stored in the Mississippi Valley at such cities as Memphis or when it reaches such seaport warehouses as New Orleans, Charleston or Savannah. The gain in weight has largely benefited the middleman, for the reason that he purchased from the cotton farmer and then concentrated his lots into commercial quantities at some such warehousing center.

Only within the past three seasons have cotton growers learned this "trick of the trade." Now their cooperative marketing associations have entered the field of permitting "nature to boost the purse." No longer do they store their cooperative cotton altogether at interior points. Months before selling each stored lot, the cooperatives ship it to concentration warehouses, under the transit privileges of the freight tariffs. The concentration warehouses are selected with reference to prevailing weather, the aim being all the time to "soak up as much air" as the bales will stand. In this manner the cooperatives have added a neat sum to their income, which, in the end, becomes a better price for what the cotton farmer grows.

Other Commodities

WHERE warehouses operate as "regular" under an exchange their dealings tend to run into even-sized units. What they receive comes, of course, in carloads, but what they deliver is levelled into standardized lots. Grain, of all varieties, is handled in thousands of bushels and even multiples of that unit. For other products the units may be named:

Raw sugar: 50 tons of 2,240 pounds, or 112,000 pounds.

Refined sugar: 80,000 pounds at New York, and 60,000 pounds at New Orleans, which at each city means a unit of 100 bags, the standard weight of a bag being 800 pounds at the one city and 600 at the other.

Coffee: 250 bags of 130 pounds each, or 32,500 pounds to the lot. It "must consist of coffee of one growth or description only."

Rough rice: 1,440 bags, equivalent to 400 barrels.

Clean rice: 40,000 pounds, which means 100 bags of 400 pounds each.

Abandoned Railroad Beds May Be Utilized as Motor Truck Highways

Massachusetts has taken up the study of utilizing the abandoned roadbeds of steam railroads as possible highways for motor trucks, it was made known in Boston early in January.

The fact that the Boston & Maine Railroad has announced a plan of scrapping about 1,000 miles of trackage, on top of statements that the New York,

New Haven & Hartford Railroad was contemplating cutting off sections of unpaying routes, has brought the matter to attention.

With Chairman William F. Williams of the State Department of Public Works, in control of highways, and representatives of steam roads and executives of motor organizations considering the mat-

ter for some time, it may result in legislation this year.

This may be a possible solution of the fighting between motor and bus men on one hand and railroads on the other, because of freight and passenger competition, a solution for which was expected at the recent Motor Transport Conference in Boston.

WHAT'S WHAT IN NEW BUILDINGS

LXXXII

Donaldson Transfer & Storage Co.
Pittsburgh

THE Donaldson Transfer & Storage Co., Pittsburgh, is now storing household goods in its new building which, located at 1012-18 Western Avenue, North Side, virtually in the heart of the business section, is conveniently located in relation to all freight stations.

The structure is fireproof throughout, assuring a low insurance rate. It is of reinforced concrete and brick construction, six stories high with mezzanine floor, and contains 100,000 square feet of floor space, including 12,000 devoted to heated piano storage.

To the right of the main entrance are the private and general offices; a combination locked trunk vault, with 1,600 square feet of floor space, used for storage of valuable trunks or packages; and steps which lead to the basement where lavatories and wash rooms are located.

To the left of the main entrance is a show room, with 4,800 sq. ft. of

floor space, where new furniture is displayed for sale.

Looking upward, the heated piano room is observed, as the mezzanine floor is fronted with glass, and pianos in storage may be seen from this point.

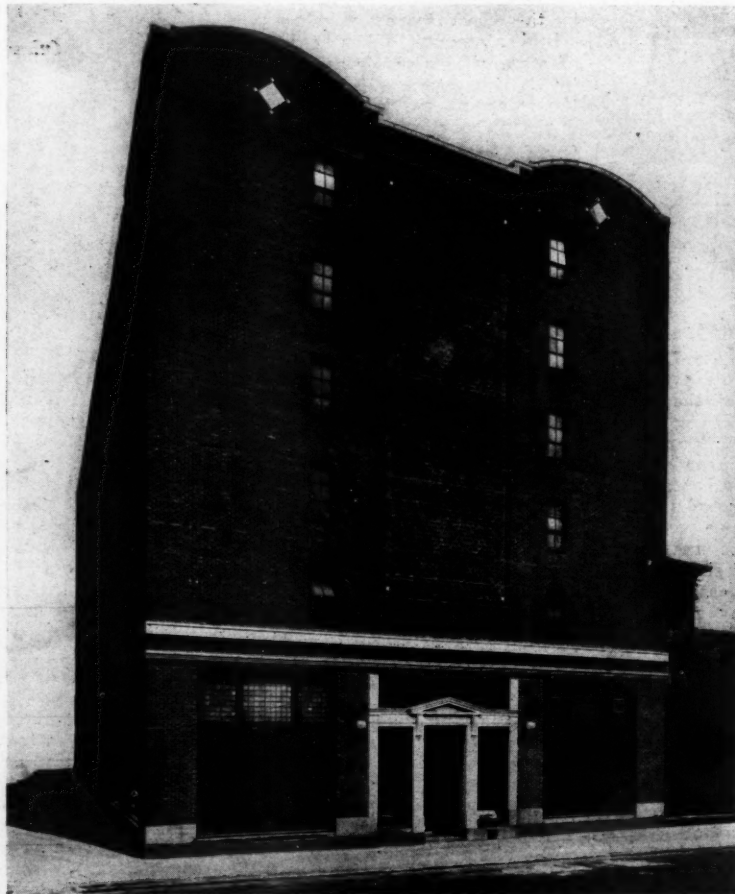
The ceiling above the offices and the show room is twenty feet from the floor and from it is extended a brilliant lighting display. Show room and offices are inclosed with four plate glass display windows each ten by fifteen feet.

On the first floor the rear of the building is used for receiving and delivering goods; for

housing the company's fleet of seven White motor trucks; for the loading platform, 2,400 ft. square; and for an electric freight elevator of six tons capacity.

On the second, third and fourth floors are various sized fireproof storage rooms. The fifth and sixth floors are used for open storage.

The entire building is cleaned by vacuum system.



TWO BITS

Vol. V. No. 9

A Bit Here, A Bit There

Gotham, March, 1925

OUR GOLF DEPARTMENT

ANOTHER contribution to Ye Ed.'s 'golfing utensils' fund is to hand, viz: one Commercial Bank of Columbia, S. C., \$5 bill, No. 839, dated 1853. It comes from an unidentified Camden, N. J. storager who signs himself "2 Bits Plus 38 Bits Equals 5 Bucks." The Camden storager's arithmetic is rotten and probably the bill is, too, but our golfing utensils' fund and golfing sticks now aggregate in the total as follows:

1. 1 mid-iron, donated by Syd Green the Petersburg, Va. storager.
2. 1 golfing bag, donated by Syd Green, the Petersburg, Va. storager.
3. 25cts. in silver (U.S.), donated by Sub Scribe R., the Boston storager.
4. 100,000 German paper marks, donated by Sub Scribe R., the Boston storager.
5. 1 Commercial Bank of Columbia, S. C., \$5 bill, donated by Five Bucks, the Camden, N. J., storager.

Regarding the bank bill, Five Bucks writes, to wit:

"Buy as many golfing utensils as you can with same; in fact go as far as you like, but be careful. I am only too glad to help such a cause and honestly I believe that if you live long enough you will acquire 1 full set of said utensils. Said utensils, by that time, will be quite valuable as antiques. I trust this finds you the same. Till Niagara Falls."

Meanwhile a Boston detective agency has uncovered for *Two Bits* the identity of whom Sub Scribe R., the Boston donor of the U. S. ¼ and the 100,000 German marks, is. He is Billy Orton of the Boston office of the Judson Freight Forwarding Co. The Judson Co.'s Federal income tax has been cut materially.

Meanwhile Ye Ed. essayed another game of golfing at the Augusta convention of the N.F.W.A. We waded thru a muddy foursome with Frank Elston, the Grand Rapids, Mich., storager; Tom Jackson, the Chicago storager, & Cappy Ricks, the Jackson, Miss., storager, & the respective net scores for 18 mud-holes was 135, 161, 112 & 172. Ye Ed. would have beat out Tom only the 18th mud-hole was played in the dark & it took us 17 strokes to negotiate it, whereas Tom played with a ball covered with phosphorence & made it in about 6.

At a meeting of the New Jersey F.W.A. in Feb., Bill Bostwick, the Jersey City storager & who was chairman of the N.F.W.A. golfing committee at Augusta, announced our score at Augusta as 180 & Ye Ed. was called on for a speech & what we said was that our score would have been better, but

that we purposely made it as rotten as possible in the hope that storagers would donate us the needed golfing utensils, which are 1 brassie, 1 spoon mashie, 1 mashie niblick, 1 putter, also 1 good jigger.

Meanwhile *The Furniture Warehouseman* maybe will be made defendant in a libel suit on a/c it has published the following gross misrepresentation:

"Press of time prevented the Chairman of the Golf Committee from presenting to Mr. Kent Stiles, Editor of 'Two Bits,' winner of both the high gross and high net, with a toy balloon, it being thought that he might be able to hit this with more accuracy than he hit the golf ball.

"Some rather interesting anecdotes were reported on the first day, the following being especially vouched for by 'Mickie':

"Scene: 'Cousin' Kent about to drive, holding gold bag in his hand.

"'Cousin' Kent: 'What shall I do, Mickie? I have no driver.'

"Mickie: 'Why don't you use the brassie?'

"'Cousin' Kent: 'Won't I be disqualified?'

"Answer lost in chaos that followed."

To set down verbatim fact, it was not the answer that was lost in the chaos at all. It was the head of our driver. We *did* use a driver O.K., Mickie notwithstanding, but we aimed wrong or something & the head of the driver struck the ball or a rock or something or other, & the head of the driver was what was lost in the chaos, or maybe it was the mud it was lost in, but anyhow our gross score was not 180, as Bill Bostwick told the New Jersey Storagers, but was 172, which was pretty good considering we had to drive 17 mud-holes with a brassie.

Once upon a time we had a he-parrot which used rougher language than emanated from our foursome on those 18 Augusta mud-holes.

Some unidentified reader of *Two Bits* has sent us a newspaper paragrapher's paragraph reading like as follows: "A moth is no fool. He will never tackle an old pair of pants while there is a good dress suit hanging nearby."

space

Good news are scarce at this writing. Few if anybody contributes items, poems, moth preventives, blotters, scandalgraphs or golfing utensils.

NEWS ITEMS

A couple (2) of Calif. Chambers of Commerce have borrowed on our storagers' industries for prexies. Ed Lyon, the Oakland storager, has been made prexy of the Oakland Chamber & John Driver, the Berkeley storager, has been made prexy of the Berkeley Chamber. Calif. climate continues.

space

Fred Kedney, the Minneapolis storager, has gifted Ye Ed. with an elegant pocket-bill-folder (without any bills in same) with our name spelt out in gold.

space

Jay Gould, the San Diego storager, has been chairmanning his village's community chest campaign. Calif. climate continues.

space

Tom Skellet, the Minneapolis storager, & Bill Ford, the Dallas storager, have bequeathed their Central Warehousemen's Club convention-floor fued to the floor of the National Furniture Warehousemen's Association conventions. Tom is having a Danish ski tapered to a sharp pt. & Bill is doing likewise with a Texan bowie knife, & a no-rules, catch-as-catch-can, to-the-death shindig is anticipated to take place at Mackinac Isl. in July. (File your reservat'ns now with Ralph Wood, N. F. W. A. sec., & subscribe to our Aug. issue of *Two Bits* for details.—Advt.)

space

Tild Orcutt, the St. Louis storager, has invented a vacuum room for slaying moths. Ed Jenkins, the Brooklyn storager, has invented a new type of van body. Floyd Bateman, the Chicago forwarder, is trying to invent a cross between Tild's vacuum room & Ed's van body so moths would be exterminated en route & thus save everybody's time, including the moths'. If anybody says there is no brains & progress & imagination in the h.h.g. storagers' industry they have no more intelligence than *Two Bits* has, & that is very little if you believe all that is said to you at conventions.

space

Geo. Magruder, the Baltimore storager, is susceptible to psychological influence. Just as Milo Bekins, the Los Angeles storager, was orating about his new accident prevention sub-committee at the N. F. W. A. convention in Augusta, Geo.'s chair collapsed under him, that is, it collapsed under Geo., not Milo.

Budget Plans Save Operating Costs in Motor Truck Transport

By PHILIP L. SNIFFIN

IN a great many businesses which have come to rely on motor trucks for the delivery of merchandise we find today that intensive studies of costs are being made which are producing savings to fully justify the time spent on them. The warehousing business is no exception to this.

The tendency among warehouse owners to branch out into the general trucking and hauling field has brought the necessity for cost studies into even more prominent light and this subject is now one of the most predominant problems of the industry.

In maintaining a warehousing business as a unit by itself, aside from any efforts to use trucks for general hauling or rental purposes, there is much of interest to be derived from a study of the budget cost idea.

The general adoption of this plan is becoming noticeable in many sections of the country and it is the result of a growing feeling on the part of business men that a motor truck system should be conducted as a separate business to stand on its own feet and return its own profit.

The difference between a truck department that is an asset and one that is a liability is the difference between

one that leans on the rest of the business and one that can live up to a moderate appropriation allotted to it and keep well within the figure.

Department stores and many retail businesses are carrying the idea still further—no doubt way beyond the point that can be profitably applied to warehouse trucking, but to such an extent, at least, that there is reason to wonder just how far it can be carried in the warehousing industry. They are organizing separate corporations, devoted entirely to handling their deliveries, sometimes cooperatively and quite as often singly. These delivery corporations whose stock is usually owned by the company or companies they serve, have been successful in reducing operating expenses and in broadening the service received from the equipment.

In the warehousing business a very similar effect can be gained without the complications and hazards of an entirely independent service, by means of the budget system. It consists, briefly, of setting an arbitrary percentage allotment for motor transportation work, based on gross earnings.

Budget Plan Explained

THIS allotment should be a figure which is adequate and yet not excessive, as found in the previous experience of the department. Once this percentage is established, any saving which accrues is considered as profit, whereas any amount over it is justly a loss, both the profit and the loss being considered as of the department itself. Thus the service is in the position of a business in itself with at least a theoretical incentive to pay its own way.

Many businesses, of course, are on a budget plan throughout their organizations, and this takes in the motor truck department along with other departments, each separately and with an individual figure. This provides an incentive equally as good with which to work for improvement.

There is nothing difficult to understand about the working of a budget cost plan. Suppose, for illustration, a concern uses a fleet of ten trucks, which may be considered as equipment necessary for the operation of the business. It may, at the start, establish an arbitrary percentage figure based on previous experience as best as can be done from previous cost records. This figure may be, say, 25 per cent of total gross earnings. It is to include all items of truck expense, such as drivers' wages, operating and maintenance costs, garage rent, depreciation of equipment, insur-

YOUR BUSINESS AND THE MOTOR TRUCK

THIS is the twenty-ninth of a series of articles by Mr. Sniffin in relation to motor truck operation and outlines the advantages of a budget system for the warehouse company which operates gas or electric trucks.

Formerly with the International Motor Co., Mr. Sniffin, a motor truck advisory engineer, is a recognized authority on motor truck topics. He has been making a special study of truck operation in relation to the public storage industry in order to write these articles.

ance, portion of general superintendence, salary of truck superintendent, etc.

At the end of the first year the gross total of truck expense should be watched with the figure of gross yearly volume to obtain the percentage which represents the cost of truck operation. This figure is then viewed in the light of a budget which provides a guide year after year as to whether the service is becoming more efficient or more economical.

Budget plans, however, go considerably farther than this, by budgeting the in-

dividual items of cost among the trucks themselves, as will be explained later in this article. It is through this yearly comparison of individual truck expense budgets that the greatest opportunity may be found for reducing costs and showing a more favorable yearly percentage in the general budget.

A budget system, to serve its best, invariably requires a complete system of bookkeeping so that the owner will have accurate cost figures to watch. For it is in the cost sheets that methods of improvement are to be found and that the incentive of bettering each year's record lies.

Transport Men Favor Plan

THIS idea of a separate transport organization is apparently gaining ground with the less extensive business firms, and on the whole it appeals to the transport managers because it gives them a certain amount of independence and freedom from interference by other departments. It also gives a man in this position a chance to prove his capabilities in the same manner as any other departmental head.

There are some concerns which have worked out their individual truck costs to the extent that they are able to go a great ways with the idea of making the truck department stand on its own feet as a business of its own. They have figured out the costs which they

can reasonably charge per hour for each size of truck in service, and the business is thus charged (according to the work done) for the service, much as though the vehicles were rented from an outside source. It is reported that a large Philadelphia concern hires its vehicles out to its various departments at the rates here set down, based on the experience of several years. The costs are inclusive of all expenses except that of the driver's salary, which is added each time as a separate item.

GASOLINE

Ford T.....	\$0.54
1/2-ton.....	.63
1 1/2-ton (more expensive make).....	.72
3/4-ton.....	1.10
1-ton.....	1.15
1 1/2-ton.....	1.20
2-ton.....	1.25
5-ton winch.....	1.80
5-ton dump.....	1.80
5 or 7 1/2-ton tractor trailer.....	1.20

ELECTRIC

3/4-ton express.....	.90
1-ton.....	.90
2-ton.....	.95
3 1/2-ton.....	1.00
5-ton.....	1.05
6-ton pole truck.....	2.40
3/4-ton Steinmetz.....	.90

In attempting anything of this kind there is, of course, the problem of determining the proper charges to make, and it has been the experience of some executives that the rates can be worked out only over a period of time and must be graduated so as to form a kind of sliding scale. This is because the rates are usually based on past experience of costs of various machines, and anomalies sometimes arise, such as a larger vehicle costing less to operate than a smaller one. This and other details can therefore be evened out and one item made to offset another if the matter is given careful consideration and the normal use of the vehicles carefully analyzed beforehand.

Percentages of Costs

REFERRING again to the general budget percentage, it is interesting to see the way in which this varies according to the type of business for which it is figured—a point which emphasizes the futility of comparing the budget of cost for one business with that of another.

Although the following figures are now considerably out of date, having been based on an investigation into the cost of delivery at Washington in connection with the 1920 Federal census figures, they are given here for their value in showing comparative proportions:

Business	Per Cent
Ice.....	45
Soft drinks.....	20.2
Brick.....	19.9
Bakeries.....	19.8
Laundries.....	15.3
Coal and wood.....	15.2
Ice cream.....	14.9
Daily products.....	12.1
Lumber.....	6.8
Groceries and meats.....	4.4
Hardware.....	3
Furniture and carpets.....	2.8
Department stores.....	1.5
Wholesale meats.....	1.1

The "Operating Dollar"

IT has already been pointed out in this article that budget plans may be used to show comparisons of expense

items among individual trucks. In much the same way as the general budget provides a guide and incentive to lower the gross percentage, the individual budget shows opportunities for economizing and provides a basis for comparing cost items from one year to another.

A satisfactory method of doing this is to consider the total of certain truck running expenses as the "Operating Dollar," divided at each computation into units which represent the proportion of each item to the total. The percentage tables thus produced are compared for various trucks in the fleet and for the fleet as a whole from one year to another.

Having established the basis figures in the operating dollar, the periodic review of operating costs is greatly simplified and the important facts are more easily grasped. It is possible to eliminate any leaks that are responsible for wasteful expenditures. The operator knows approximately what each vehicle should cost per month or year. Any unusual rise in the percentage of one item detects wastefulness and suggests an immediate investigation.

The operating dollar does not contain all the cost items in truck operation; rather, those directly used in the operation of the vehicle. For example:

The operating dollar includes such costs as gasoline, oil, tires, and miscellaneous equipment like ropes, tarpaulins, lanterns, etc.

The operating dollar contains also the maintenance of the vehicle, such as spare parts and materials needed in repairs, labor to make the repairs, and the cost of repairs made in public repair shops, such as ignition repairs, cylinder grinding, etc.

The operating dollar contains also the item of shop overhead, which includes rent, light, heat, insurance, water and all wages of those employed in the shop that cannot be directly charged to any particular job.

These in a general way constitute the operating dollar; they are the expenses that every owner of a vehicle must have to keep the wheels of the vehicle turning and make money.

The costs which are omitted in establishing any particular concern's operating dollar will be those which are "fixed" from month to month. In other words, only the "variable" costs are included because it is only these for which the information is desired.

The operating dollar must not be confused with the cost-keeping system, for the cost elements considered for each are entirely different. The fundamental reason for the operating dollar is that it enables the operator to make comparisons of variable costs at intervals in the year.

For example, it enables him to examine his gasoline costs. He may compare this percentage with other trucks in his fleet or with the percentage for the same truck in the previous period. It may show that gasoline costs are too high, and that he must make some change in the routing system, or use new vehicles or new carbureters or different fuel, or

put on governors, or do any of the many other things that will reduce gasoline consumption.

Examples of Operating Dollar

THE following table is a good example, given by one authority, of how a fleet operator has divided the operating dollar so as to get a true perspective on what is actually being spent each month on those items that are true factors for comparison. He has divided the operating dollar into eight parts—oil, gas, repair shop overhead, tires, parts, body repairs and painting, labor, and miscellaneous expenses. Thus he has made it possible to obtain figures in the simplest and most reliable form for direct comparison:

OPERATING DOLLAR

3/4-Ton Truck

	Per Cent
Gasoline.....	.2186
Parts.....	.2819
Labor.....	.2019
Repair overhead.....	.1510
Tires.....	.1655
Oil.....	.0332
Paint and body work.....	.0176
Miscellaneous.....	.0103
	100

OPERATING DOLLAR

1-Ton Ford

	Per Cent
Gasoline.....	.2488
Parts.....	.1922
Labor.....	.2035
Repair overhead.....	.1583
Tires.....	.1307
Oil.....	.0396
Paint and body work.....	.0156
Miscellaneous.....	.0113
	100

OPERATING DOLLAR

2-Ton Truck

	Per Cent
Gasoline.....	.1903
Parts.....	.1377
Labor.....	.1972
Repair overhead.....	.1073
Tires.....	.1201
Oil.....	.0419
Paint and body work.....	.1936
Miscellaneous.....	.0119
	100

OPERATING DOLLAR

3 1/2-Ton Truck

	Per Cent
Gasoline.....	.2783
Parts.....	.2718
Labor.....	.1699
Repair overhead.....	.1203
Tires.....	.1009
Oil.....	.0313
Paint and body work.....	.0103
Miscellaneous.....	.0172
	100

OPERATING DOLLAR

5-Ton Truck

	Per Cent
Gasoline.....	.3383
Parts.....	.1567
Labor.....	.1614
Repair overhead.....	.1132
Tires.....	.0638
Oil.....	.0282
Paint and body work.....	.1161
Miscellaneous.....	.0224
	100

In the item of repairs a study of the operating dollar is of particular value. A fleet may have good mechanics but still be very expensive to keep up if drivers alone are depended on for maintenance. The trucks with first class drivers will show a low upkeep regardless of the class of work. Trucks with careless drivers may show average repairs several times as great as those handled by competent drivers.

Some connecting link is necessary then to cut down the repairs. A maintenance department which deals with repair prevention is one answer. The maintenance department should connect the repair department with the trucks and drivers. Whether or not the maintenance department should undertake all upkeep,

oiling and greasing, or merely supervise and inspect, must be worked out in each fleet. Probably in any case the maintenance man will have to do much of it.

Effects

The result of thorough-going maintenance will be a tremendous cut in repairs,

an increase in truck efficiency and a greatly extended life.

From two-thirds to three-fourths of truck repairs can be prevented by doing everything thoroughly at the right time. This leaves plenty of room for profit on the maintenance department.

Uniformity in State Vehicle Laws Is Recommended by Conference Committee

Suggestions Covering Sizes, Weights, Speeds, Regulation and Taxation
Made Public by Representative Automotive Body

RECOMMENDATIONS on sizes, weights and speeds of motor trucks, and regarding regulation and taxation, all designed toward uniformity in the various States, have been made public by the Motor Vehicle Conference Committee organized some months ago by representatives of national automotive organizations.

Among the recommendations of special interest to warehouse companies operating fleets are that owners should be required to receive certificates of public convenience and necessity and take out liability insurance as prerequisites to operating as common carriers.

Further, the committee believes that the State should be the sole taxing agency, and that tax revenue should be proportioned among the various types of vehicles and

should be expended under the direction of State highway departments.

That there are many divergences from uniformity in State laws at the present time is obvious from an examination of the restrictions. The committee would eliminate such variations.

The organizations represented in the Motor Vehicle Conference Committee are the American Automobile Association, the Motor and Accessory Manufacturers' Association, the National Automobile Chamber of Commerce, the National Automobile Dealers' Association and the Rubber Association of America.

The committee's recommendations are:

Size Restrictions

1. Width, including load, 96 in. (Tractor engines, 108 in.)
2. Height, including load, 12 ft. 6 in.
3. Length, including load: Single vehicle, 30 ft.; combination of vehicles, 85 ft.

NOTE.—From the foregoing it is apparent that in order to admit of the safe passage of two vehicles each of which with its load is 96 in. wide, a highway at least 20 ft. wide is desirable.

Weight Restrictions

1. Single vehicular unit of four wheels or less (tractors and semi-trailers to be regarded as separate units), 28,000 lb.
2. Any one axle of the vehicle or any additional axles of semi-trailers or trailers, 22,400 lb.
3. Per inch width of tire, measured between flanges of the rim in case of solid rubber tires:

Size of Tire	Load (Maximum)	Size of Tire	Load (Maximum)
3 in.	400 lb.	7 in.	750 lb.
3½ in.	400 lb.	8 in.	800 lb.
4 in.	500 lb.	10 in.	800 lb.
5 in.	600 lb.	12 in.	800 lb.
6 in.	700 lb.	14 in.	800 lb.

4. Minimum thickness of rubber for solid rubber tires:

3-in., 3½-in., 4-in., 5-in. tires....	¾ in.
6-in., 7-in., 8-in. tires.....	1 in.
10-in., 12-in., 14-in. tires.....	1½ in.

*In only four of the forty-five States answering an inquiry, namely, Connecticut, Ohio, Vermont, and West Virginia, and in the District of Columbia, is a trailer and its drawing vehicle regarded as one unit. No replies were received from Oklahoma, South Carolina and Tennessee.

Restrictions

NO motor vehicle should be operated at a rate of speed greater than is reasonable and proper, and should not in any event run at a rate of speed in excess of 15 m.p.h. on an urban street, 20 m.p.h. on a suburban street, or 30 m.p.h. on any other street or highway.

State, county or municipality should be empowered under definite limitations to grant written permits for the movement of vehicles bigger and heavier than those allowed by law when it is imperative.

The power of the State, as centralized in its highway departments of the county or local authorities, should have the power, after consultation with and permission from the State Highway Department, to reduce the weight or speed restrictions to preserve the highways or safeguard travel to meet conditions of bad frost or other similar contingencies.

Local Powers

EXCEPT as indicated, the subordinate political sub-divisions of the State, such as counties, cities, towns, boroughs, etc., should have absolutely no power to prescribe size, weight or speed restrictions at variance with those allowed for the State as a whole.

Those States in which restrictions differ to some considerable extent from those recommended by the Conference Committee at the present time are outlined in a table printed herewith.

Apart from changes made by the legislatures meeting in the various States in regular or special sessions in 1925 and from those States in which special authority has been granted Motor Vehicle or Highway Departments to regulate size, weight and speed, the restrictions following reflect conditions as they will exist for this year. Trailers are generally considered as separate units in weight restrictions.*

Special powers to lower or raise weight restrictions can be revised by proper officials in charge of highways, county, municipal or State, where it becomes necessary. In California, City Departments of Public Works issue permits for increased weight; in Connecticut it is the State Highway Commissioner; in Illinois, officials of streets or highways; in Maryland, Massachusetts and Michigan, highway officials; in Ohio, highway commissioners; in Pennsylvania, the State Highway Commissioner, and in Texas, the State Highway Commission.

Regulation

THE regulation of the actual physical characteristics and physical operation of motor vehicles used as common carriers is outlined above. The second important consideration is the regulation of the business engaged in by motor vehicle common carriers. After an investigation the Conference Committee formulated the following principles which, in its judgment, should be adopted

States in Which Restrictions Differ from Conference Committee Standards

State	Size	Weight, Gross	Speed (Open Country) M.p.h.	State	Size	Weight, Gross	Speed (Open Country) M.p.h.
Ala.		20,000 lb.	30	Neb.	Width 90 in.		
Ark.	Combination length of vehicles 65 ft.	22,000 lb. on four wheels	35		Height 12 ft.		—
Cal.	Combination length of vehicles 60 ft.	22,000 lb. on four wheels	35	N. H.		20,000 lb.	—
Col.		16,000 lb. on four wheels	35	N. J.	Length 28 ft.		30
Conn.	Width 102 in.			N. Mex.		12,000 lb. load	35
	Combination length of vehicles 40 ft.	25,000 lb.	—	N. C.		11,000 lb. capacity limit	—
Del.	Height 12 ft. 2 in.	22,000 lb.	30	Ohio		20,000 lb.	35
Fla.	Width 84 in.	16,000 lb. on pneumatic tires	30	Okla.	Width 90 in.	20,000 lb.	35
	Height 12 ft.	8,000 lb. on solid tires	—	Ore.		22,000 lb.	—
Ill.	Combination length of vehicles 65 ft.	24,000 lb.	35	Penn.	Width 90 in. 96 in. permitted in cities of 1st, 2d and 3d Class	26,000 lb.	—
Ind.		15,000 lb.	25	S. C.	Width 90 in.	20,000 lb.	—
La.	Width 84 in.	15,000 lb. on rear axle.	35	S. D.		10,000 lb.	25
Me.		18,000 lb. on four wheels	35	Tenn.		20,000 lb.	20
Md.	Width 90 in.	20,000 lb.	25	Tex.	Width 90 in.	24,000 lb.	—
	Traction engines 100	Vehicle with rated car- rying capacity of more than 10,000 lb. not registerable.	—	Utah		20,000 lb.	35
Mass.	Combination length of vehicles 65 ft.	20,000 lb.	20	Vt.	Height 12 ft. 2 in.	12,500 lb. in towns. 10,000 lb. outside.	25
Mich.	Combination length of vehicles 60 ft.		35	Va.	Combination length of vehicles 60 ft.	10,000 load	—
Miss.		12,000 lb. carrying ca- pacity	—	Wash.		24,000 lb.	—
				W. Va.	Width 90 in.	20,000 lb.	35
					Height 12 ft.		
				Wis.		24,000 lb. on Class A highway	—
						18,000 lb. on Class B highway	—
				Wyo.		25,000 lb. gross.	—

ed for State regulation of motor vehicle common carriers:

1. Control over intra-State transportation of persons and property for hire, over regular routes or between fixed points, if adopted, should be exclusively in the hands of some agency of the State. No power, whatever, in the premises should be vested in the governing bodies of any political sub-division of the State.

2. Such State control over motor vehicle common carriers should be placed in existing commissions, such as the Public Utility Commissions or other appropriate State regulatory bodies, of the various States.

3. As a pre-requisite to the operation of the Motor Vehicle Common Carrier, the owner thereof should be obliged:

a. To receive a Certificate of Public Convenience and Necessity, provided that lines in bona fide operation on the first calendar day of the legislative session at which the law is passed shall be presumed to be necessary to public convenience and necessity, and such lines in the absence of evidence overcoming such presumption shall receive a certificate for routes established by them.

b. To take out liability insurance adequate to indemnify injuries to persons or damage to property resulting from negligent operation.

4. The State regulatory bodies having control over motor vehicle common carriers should be vested with the powers

they exercise in controlling other forms of public utilities.

5. Taxes on motor vehicle common carriers should consist of:

a. Those imposed in the particular State upon motor vehicles, the proceeds from such taxes being first applied to the maintenance, and any surplus thereof to all other costs, of highways of general motor use.

b. Proper and equitable taxes in exchange for franchise rights, provided that if such taxes are adopted, an amount equivalent to those paid under (a) should be deducted.

6. Legislation should be enacted enabling steam railroads, trolleys, shipping companies and other public utilities to acquire, own and operate motor vehicles in conjunction with their regular lines of business.

The Conference Committee goes on record as being opposed to the enactment of legislation providing for Compulsory Automobile Liability Insurance for the following reasons:

1. There are no facts that indicate that such insurance would reduce the number of accidents.

2. There are no facts or statistics in existence which show the amount of uncompensated losses due to motor vehicle accidents.

Taxation Theories

ACTUAL or potential taxing jurisdiction is vested in the Federal Government, the State governments and in

municipal governing bodies. The taxes levied are either general or special. General taxes are those levied indiscriminately upon all classes of property for the purpose of raising money to conduct the general functions of government.

Certain taxes single out certain classes of individuals to pay additional or peculiar taxes on the theory that the expenditure of these special taxes results in extra or exclusive benefit to those called upon to pay them. Annual registration and license fees, motor fuel taxes and similar impositions are examples of special motor vehicle taxes.

One theory of taxation to pay for highways is set down as follows:

Adjustment of General and Special Motor Taxation on the basis of use of motor funds for such highway improvement as does not constitute an unfair burden on the individual motorist. This theory, which is steadily gaining ground in the United States, holds that the amount of special taxes levied against the individual motor user shall not constitute an unfair burden. This amount determined, such funds shall always be limited to improvement of highways of general motor use and shall be devoted first to maintenance costs. In States where a surplus remains after such motor highway maintenance needs have been cared for, this surplus should be used to pay a substantial share of all other costs of highways of general motor use or may be used to defray all or part of the costs of bond issues to expedite

construction of economically desirable motor highways.

State as Taxing Agency

THE Motor Vehicle Conference Committee is strongly impressed with the fairness and economic wisdom of the foregoing theory, and using it as a basis has set up a code of "Sound and Equitable Principles to Control Special Taxation for Motor Vehicles," which in its judgment should underlie all laws dealing with the subject. They are:

1. The State should be the sole special taxing agency. Federal, County and Municipal Governments should be excluded from the field.

2. The motor vehicle tax should be simple in form and distributed in equitable and just proportion between the different types of motor vehicles.

3. No highway should be improved by expenditure of public funds in excess of its earning capacity. The return to the public in the form of economic transportation is the sole measure of the justification for the degree of improvement.

4. All money raised by such special taxes should be placed in the State Motor Vehicle Highway Fund and to secure the best results should be expended under the direction of the State Highway Department.

5. The cost of building and maintaining adequate systems of highways should be distributed in an equitable relation to the benefits derived. These may be summarized as follows:

(a) Benefits to society in general, such as influence on education, recreation, health, fire prevention,

police protection, the national defense, the postal service, living and distribution costs.

(b) Benefits to definite groups, such as agriculture, manufacture, labor, railroads, mining, forestry and waterways.

(c) Benefits to property served.

(d) Benefits to the road user.

6. For the purpose of apportioning costs in relation to benefits received, all highways may be divided into two classes; first, those used by the general motoring public, and second, those which perform a purely local service function.

7. Special motor vehicle taxes should be levied and used only for the improvement and maintenance of highways used by the general public, i. e., for general highway traffic flow lines.

8. The wide variance in valuations, tax burdens, number of motor vehicles in use and the status of highway development in the several States prevent the adoption of any fixed formula as to the proportion of the total costs of highways of general use which should be paid for from motor vehicle funds. Generally speaking, however, these principles may be set forth:

(a) In States where the income from motor vehicles is insufficient to meet all of the maintenance costs of highways of general motor use without undue burden to the individual motorist, such funds should be applied first to the maintenance of inter-State and State highway systems.

(b) In States where the income from motor vehicles is sufficient to meet all maintenance costs of highways of general motor use without undue burden to the individual motorist, any surplus should be used for this class of highway recon-

struction and administration costs.

(c) In States where the number of motor vehicles will bring in large sums in excess of maintenance without placing undue burdens upon the individual motorist, such surplus should be used to defray all the costs of maintenance and a substantial share of all of the other costs of highways of general motor use.

(d) In those States where the motor vehicle income is more than sufficient to meet maintenance costs of highways of general motor use without undue burden to the individual motorist, it may be found advisable to use such surplus for the purpose of defraying all or part of the costs of bond issues to expedite construction of economically desirable motor highways.

Local Taxes

9. Roads of purely local interest, serving only local needs, should be financed out of local revenues obtained from local general taxes. Special assessments on adjoining land to defray a portion of the costs of such roads may be justified.

10. Where extraordinary improvements are undertaken in the vicinity of or serving congested areas of population, the increment, if any, in property valuation following the improvement should be drawn upon to defray an equitable portion of the cost.

11. Irrespective of the particular form of special tax of the motor vehicle, whether registration fees or motor fuel taxes, the aggregate amount of these taxes in any one year should not be so great as to impose an undue burden on the individual motorist.

Story of the N. F. W. A. Convention at Augusta, Georgia

(Concluded from page 18)

tomer. Reaction on the salesman who falters.

8. "Eighth Lesson. *Transmitting the Facts to Your House.* Importance of correctness in small things. Putting instructions in writing. Providing the customer with copy of instructions. Following through—and why."

Banquet—Golf

THE convention banquet was held on the night of Jan. 22, with Strickland W. Gillilan, humorist, as the evening's speaker. President Gould paid a tribute to southern hospitality as exemplified by warehousing, Augusta's Rotary Club and the local Board of Commerce. James F. Keenan was toastmaster and

told some of his inimitable stories. Talks were made also by the two past presidents, Charles S. Morris, New York, and Floyd L. Bateman, Chicago; and J. M. Walker, Memphis, Tenn., on behalf of the southern warehousemen.

William T. Bostwick, New York, as chairman of the golf committee, reported the results of the N. F. W. A. tournament, held the previous day in competition for prizes offered by the Bon Air-Vanderbilt Hotel. Winners and scores:

First low net, 72, Bert Dengler, Chicago.

Second low net, 75, J. M. Walker, Memphis.

Third low net, 77, Carey B. Hall, New York, Danville, Ill.

First low gross, 90, Milo W. Bekins, Los Angeles.

Second low gross, 91, R. G. Weis, Rochester, N. Y.

An enjoyable social program was carried out during the convention. For the ladies there were dancing, card parties, motoring and a fashion show at a local store. For the men there were dancing, golf, horseshoe pitching umpired by Ty Cobb, manager of the Detroit American League Baseball Club; a coon and possum hunt and a "wienie roast." A masquerade ball and a grand barbecue were participated in by both sexes, the local Rotary Club being the barbecue hosts.

Bids for the next winter convention were received from Chattanooga, Tenn.; Jacksonville, Fla., and Asheville, N. C.

FROM THE LEGAL VIEWPOINT

By George F. Kaiser

"A Bailee for Hire Is Liable Only for Loss Occasioned Through His Negligence"

OCCASIONALLY a Court opinion or a legal editorial appears so interesting to those in the warehousing and distribution lines, as to be worthy of reprinting in full. Such an editorial is the following which appeared in the *New York Law Journal*:

"It is the general rule that a bailee for hire is liable only for loss occasioned through his negligence (*Lamb vs. Camden & Amboy R. R. & T. Co.*, 46 N. Y., 271).

"It is likewise the rule that the bailor cannot recover upon simple proof of loss of the goods, but must in addition bear the burden of proving affirmatively that the loss or damage, as the case may be, was occasioned by the negligence of the bailee. The decisions are numerous to this effect, based upon the familiar principle that negligence, being a wrong, will not be presumed, but must be proved by the party charging it and seeking a recovery founded thereon (*R. R. Co. vs. Reeves*, 10 Wall., 176; *Lamb vs. Camden & Amboy, &c., Co. supra*; *Heinemann vs. Heard*, 62 N. Y., 448).

"In the recent case of *Davis vs. Rivers* (229 Pacific Rep., 571, Advance Sheets of November 24, 1924) it was held that where goods are delivered to a common carrier a bailee for hire, to be transported to another point, and while in transit they are destroyed by fire, and the bailor brings an action for the value of the destroyed goods, alleging that the fire was occasioned by the negligence of the carrier, the burden of proof is upon the plaintiff to establish negligence on the part of the carrier, and there is no legal presumption that the carrier was negligent.

"The following opinion of the learned Supreme Court of Oklahoma contained a complete statement of the facts of the case and elaborately deals with the law on this particular subject:

"Defendant assigns nine specifications of error and argues the same under five heads, viz.: First, error in overruling defendant's demurrer to plaintiff's evidence; second, failure to direct a verdict for defendant; third, refusal to give certain instructions requested by defendant; fourth, verdict not sustained by sufficient evidence and contrary to law; fifth, verdict contrary to law and to instructions of the Court; error in the assessment of the amount of recovery—same being too

large, excessive damages appearing to have been given under the influence of passion and prejudice.

"The evidence of the plaintiff discloses he loaded a car with livestock in one end and erected a partition to separate the stock from the other part of the car; that one end of the car was loaded with household goods, and, in the middle of the car, between the doors, there was livestock feed consisting of hay, oats and corn in the shuck; that there was a lantern sitting on the floor

in no sense responsible for any injury or loss of the goods that may occur through the act of the owner or his agent. Then, as to that phase of the case, the whole question would turn upon whether or not the defendant was in any way responsible for the fire, or whether the owner's agent, who was in charge of the goods, was responsible. If the plaintiff had not pleaded negligence and had stood squarely on the bailment, a different question would have been presented, but having pleaded that the loss was occasioned by fire, through the negligence of the defendant, the burden was upon the plaintiff to prove that fact (6 Cyc. 379; *Hart vs. Railroad*, 69 Iowa, 485, 29 N. W., 597; *Nunnelee vs. St. L., I. M. & S. R'y*, 145 Mo. App., 17, 129 S. W. 762).

"In *Stone vs. Case* (34 Okl., 5) the action was predicated upon the negligence of the defendant in causing a fire wherein the piano of the plaintiff was destroyed, the piano having been leased to the defendant by the plaintiff, and this Court said:

"In the second count, if a cause of action is stated at all, the plaintiff's right of recovery is predicated solely upon defendant's negligence. It states a condition of facts which relieves defendant of the presumption of negligence ordinarily arising from a *prima facie* case of failure to return the property. It alleges that the loss was caused by fire and that the fire was caused by defendant's negligence. In alleging a loss by fire the defendant was relieved of the presumption of negligence, and in alleging that the fire was caused by negligence plaintiff assumed the burden of proving such negligence. Her right of recovery is based upon defendant's negligence. She must prove this negligence in order to fix a liability on him. For, under the great weight of authority and under the light of reason, where the loss of bailor's property is occasioned by fire, robbery, burglary or theft, or by any means which would ordinarily and reasonably seem to be unavoidable, the bailee is relieved of the presumption of negligence in the loss and of the consequent burden of interposing an affirmative defense."

"The Court then cites with approval *Wilson vs. Southern Pacific R'y* (62 Cal., 164), as follows:

"A *prima facie* case of negligence is made out against a warehouseman who

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of the car where the corn, hay and oats were loaded, but it was not burning; that the car was in charge of one Kimball, agent of the plaintiff; that the car reached Okmulgee about 5:30 P. M. on Dec. 10, 1918, and Kimball left the car door open and went "up town" and did not return until after 7 P. M. and after he was told the car was afire; that the car was not consumed, but the fire was confined entirely to the inside of the car.

"This is the sum total of the evidence relative to the origin of the fire, and as the plaintiff alleges the fire was caused by the carelessness and negligence of the defendant the burden of proof was upon the plaintiff to establish by competent evidence the acts of negligence of the defendant or some facts from which an inference of negligence could reasonably be drawn.

"Ordinarily a common carrier which receives goods for shipment is required to deliver the goods according to its agreement, yet, when the owner of the goods or his agent accompanies them, the general liability of the defendant is limited to the extent that the carrier is

refuses to deliver property stored with him upon proof of demand and refusal. Upon such proof alone the burden is on him to account for the property; otherwise he shall be deemed to have converted it to his own use. But if it appears that the property when demanded was consumed by fire, the burden of proof is then on the bailor to show that the fire was the result of the negligence of the warehouseman (*Harris vs. Packwood*, 3 Taunt, 264; *Beardslee vs. Richardson*, 11 Went., N. Y., 26, 25 Am. Dec., 596; *Browne vs. Johnson*, 29 Tex., 43; *Lamb vs. Camden & Amboy R'y*, 41 N. Y., 271, 7 Am. Rep., 327; *Jackson vs. Sac. Val. R'y*, 23 Cal., 269.) The negligence of the appellant, as the proximate cause of the loss of the property by fire thus became the essential fact to recovery, and the burden of proof was upon the plaintiff in the action. It was incumbent on him to prove that the defendant had, by some act of omission, violated some duty, by reason of which the fire originated, or that some negligence or want of care, such as a prudent man would take under similar circumstances of his own property, caused or permitted or contributed to cause or permit the fire by which the property was destroyed.'

"Judge Story, in his work on Bailments (8th ed., sec. 21), says:

"With certain exceptions, which will hereafter be taken notice of, as to innkeepers and common carriers, it would seem that the burden of the proof of negligence is on the bailor, and proof merely of the loss is not sufficient to put the bailee on his defense.' . . . 'This has been ruled in a case against a depository for hire, where the goods bailed were stolen by his servant.' . . . Section

410-a. 'Properly understood, it seems to be clear that the burden of proof must always be upon the plaintiff to make out all the facts upon which his case rests, and, as negligence is the foundation of the action between bailor and bailee, that the duty of proving such negligence is on the former, rather than that of disproving it on the latter. That the burden is on the plaintiff in other cases founded on negligence is now quite generally agreed. Negligence is no more to be presumed in such cases than in any other.' . . . 'There is some discrepancy in the cases, but the best considered modern authorities in which the question has been most directly discussed and decided support the views above expressed' (Story, Bailm., secs. 213, 278, 339, 454, and authorities, notes 3, 4). . . . 'All bailees, with or without a special contract are *prima facie* excused when they show loss or injury by act of God or of public enemies, and ordinary bailees in a variety of lesser instances, such as fire, loss by mobs or robbery. (*Wilson vs. Southern City R.R.*, 62 Cal., 164, *supra*, as to loss by fire; 3 Am. & Eng. Enc. Law, pp. 750, 751, and cases cited.) Negligence is an affirmative fact, to be established by proof (*Rutledge vs. Railway Co.* 123 Mo., 121, 24, S. W., 1053). The burden of sustaining the affirmative of an issue involved in an action is upon the party alleging the facts constituting the issue (*Heinemann vs. Heard*, 62 N. Y., 448). The appellant asked the Court to instruct the jury that the burden as to negligence was on the plaintiffs, which he refused to do. This was error. For the errors indicated, the judgment is reversed and the cause remanded for a new trial.'

"Standard Marine Ins. Co., Lim., for

Liverpool vs. Traders Compress Co. (46 Okl., 356, 148 Pac., 1019), it is held:

"In an action against a bailee for hire for injury to cotton, where it is alleged that the injury was occasioned by fire and that such fire was caused by the negligence of the bailee, the Court properly instructed the jury that the burden of proof was upon the plaintiff to prove that the fire was caused by the defendant's negligence.

"The plaintiff having wholly failed to prove negligence on the part of the defendant or any facts from which any inference could be reasonably drawn that defendant was guilty of negligence, the demurrer of the defendant to the evidence of the plaintiff should have been sustained and the Court erred in overruling the same.'"

Notes

A common carrier is ordinarily chargeable with the duty of notifying the consignor of the consignee's failure or refusal to accept the goods, and where the consignee refuses to accept shipments in carload lots, and the carrier is not under the duty of unloading, the consignor is held not liable for demurrage until he receives notice of such refusal, in *Chicago, R. I. & P. R. Co. vs. Waldo*, 90 Okla., 185, 216, Pac. 911, annotated in 32 A. L. R. 638.

In an interstate shipment of fruit, the refusal of the carrier to perform special services en route, not offered to shippers generally by its published tariffs, will not, it is held in the Nebraska case of *Dolan Fruit Co. vs. Davis*, 196 N. W. 168 (annotated in 32 A. L. R. 107) support a charge of negligence, unless, perhaps, in case of great emergency.

(Wash.) Findings and conclusions of Department of Public Works in establishing rates for warehousemen are entitled to weight accorded impartial tribunal, though it acts on formal complaint filed by itself, and should not be overturned, except weight of evidence is clearly against it or it mistakes law applicable to matters adjudicated.—*Pacific Coast Elevator Co. vs. Department of Public Works of Washington*, 228 p. 1022. Key No. 27.

Department of public works' allowance of one-sixth of previous year's operating expenses as necessary working capital in establishing rate base on which warehousemen were entitled to 10 per cent return, held sufficient.—*Id.*

Department of public works, in establishing a rate chargeable by warehouses by the prudent investment method, held to have properly excluded from consideration value of warehouses not then being operated, and which had not been operated for five years; in-

RECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

vestment in them being deemed imprudent.—*Id.*

Department of public works, in valuing elevator for purpose of formulating rate base, held to have properly accepted a valuation fixed some years previously at hearing where the then owner appeared and added thereto value of improvements made by present owner.—*Id.*

A rate of return slightly in excess of 10 per cent on the rate base, allowed by department of public works in fixing rates chargeable by elevators, held adequate and not confiscatory.—*Id.*

Where proceedings before de-

partment of public works to establish a rate chargeable by elevators were instituted on June 20, an order entered on Nov. 10, made effective as of July 1, requiring refund of charges in excess of rate fixed since its effective date, held not void as retroactive, being made effective at date subsequent to time department acquired jurisdiction.—*Id.*

(Tex. Com. App.) Where one storing cotton with warehouse sued for its return on his receipt and warehouse company showed that cotton was destroyed by fire burden of proof was on plaintiff to show that fire was result of negligence of warehouseman.—*Exporters & Traders Compress & Warehouse Co. vs. Schulze*, 265 S. W. 133. Key No. 34 (5).

(Okla.) An Act, the purposes of which are to supervise, regulate,

and control operation of motor vehicles, doing transportation business over public highways for hire, and to vest Corporation Commission with power to enforce provisions thereof, does not violate Constitution, if such act confers no powers substantially different from those specifically conferred by Constitution itself.—*Ex parte Tindall*, 229 P. 125. Key No. 2.

(Laws 1923, c. 113, known as Motor Vehicle Act, being no more or less than the granting of additional powers authorized by Const. art. 9, § 19, the right of appeal provided in section 20 automatically vests in any party aggrieved, and act itself is not void because of failure to provide for appeal.—*Id.*

(Okla.) Demand by consignee and failure to deliver shipment in whole or in part will render railroad liable as common carrier, unless loss shown to have occurred while it was acting as warehouseman.—*Oklahoma, N. M. & P. Ry. Co. v. H. M. S. Drilling Co.*, 229 P. 420. Key No. 91.

(Tenn.) Relationship between national bank and renter of safe deposit box installed in bank's vault held to be that of bailor and bailee.—*Young v. First Nat. Bank*, 265 S. W., 681. Key No. 43.

(Tenn.) Proof that country bank, which did not represent or advertise that its safe deposit boxes were burglar proof, did not employ night watchman, only kept electric lights burning in bank until approximately 11 o'clock p. m., did not equip building with burglar alarm, and deposited its own securities in screw door steel safe, held not to show lack of ordinary care to protect complainant's bonds deposited in safe deposit box from burglary; "safe deposit box" being trade-name.—*Young v. First Nat. Bank*, 265 S. W. 618. Key No. 45.

(U. S. D. C. Wash.) Under Rem. Comp. Stat. Wash. 1921, § 3644, cases of canned salmon are fungible goods, each unit of which is equal to others, and under section 3609 warehouse receipts for specific number of cases out of larger mass is void.—*Standard Bank of Canada v. Lowman*, 1 F. (2d) 935. Key No. 12.

(Under Rem. Comp. Stat. Wash. 1921, § 3588, warehouse receipt

need not be of particular form, but must show location of warehouse, date of issue, consecutive number of receipt, whether goods shall be delivered to bearer or named person, or his order, rate of storage charges, description of goods or package, containing them, signature of warehouse, warehouseman's interest, if any, statement of advances or incurred liability, etc.—*Id.*)

(U. S. D. C. Wash.) Where salmon pledged to secure loan by Canadian bank were, with bank's consent, shipped to United States by pledgor under bill of lading not containing words "non-negotiable," bill was negotiable under Rem. Comp. Stat. Wash. 1921, § 3657, and subsequent pledgees of warehouse receipts were innocent holders for value; "value" being anything that will support simple contract.—*Standard Bank of Canada v. Lowman*, 1 F. (2d) 935. Key No. 17.

(Wash.) In action for loss sustained when plaintiff's fish were allowed to spoil in defendant's cold storage warehouse, evidence that at one time fish while in warehouse were in perfect condition, and at a subsequent date were found to be decayed, and that condition of fish was due to a thaw, held to sustain finding that defendant was negligent in permitting temperature of room to rise.—*Glacier Fish Co. v. North Pacific Sea Products Co.*, 230 P. 410. Key No. 34 (7).

(U. S. D. C. Iowa) Under the provision of a uniform bill of lading that, if property is not removed by the consignee within 48 hours after notice, it may be kept in the car depot or "place of delivery of the carrier, or warehouse, subject to a reasonable charge for storage," or removed and stored in a public warehouse, the "place of delivery" meant is either the unloading platform or some other place customarily used for the delivery of freight, and calculated, by reason of its character, location, supervision, or care, to afford protection against the usual hazards to unstored or unguarded property.—*Chicago Great Western R. Co. v. Davis*, 1 F. (2d) 729. Key No. 84.

(U. S. D. C. Iowa) The consignee of a shipment of steel posts, who

did not remove them from the station of delivery, and who had full knowledge that they were left by the railroad company exposed and unprotected, and after some had been stolen permitted the company to sell the remainder for storage charges without objection, held not entitled to recover for their conversion.—*Chicago Great Western R. Co. v. Davis*, 1 F. (2d) 729. Key No. 91.

(Miss.) Goods, actually delivered at address to which consigned to person doing business under trade-name of consignee, is a good delivery, though receipt is signed by another trade-name than that used by shipper in addressing goods, and the carrier is not liable to shipper for misdelivery; person ordering goods receiving them.—*Southeastern Express Co. v. Kimball*, 101 So. 563. Key No. 88.

(Ga.) To make declaration or agreement as to value effective and binding on shipper, under Act Cong. March 4, 1915, as amended by Act. Aug. 9, 1916 (U. S. Comp. St. § 8604a), it is not essential that writing containing declaration or agreement be signed by him, but it is sufficient, if carrier's receipt or bill of lading given to shipper contain such declaration or agreement, and shipper accepts and acts on such receipt or bill of lading.—*American Ry. Express Co. v. S. & W. Estroff*, 125 S. E. 40. Key No. 158 (1).

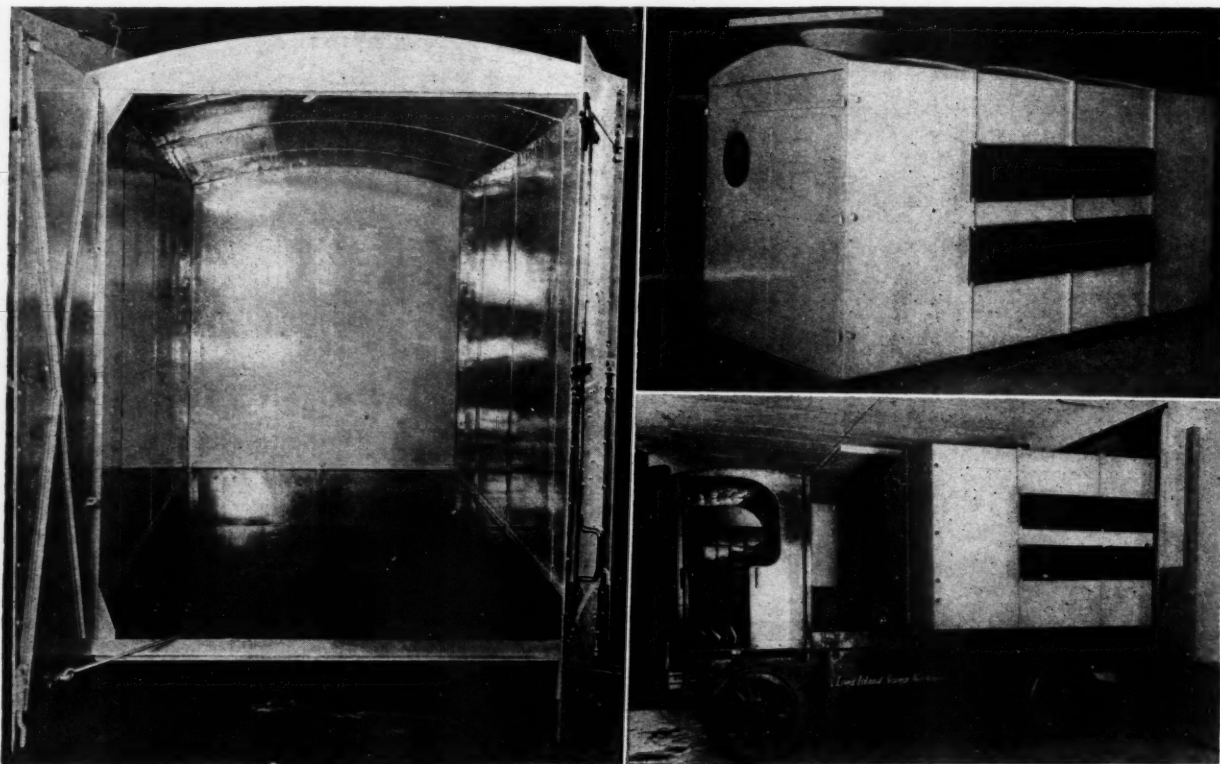
(Shipper in interstate shipment cannot escape effect of declaration or stipulation of value of goods shipped by treating as conversion loss of goods by carrier, and its refusal to deliver on demand and suing in trover.—*Id.*)

(To enable carrier to establish defense of limited liability for interstate shipment, it is essential that shipper either declared value or agreed with carrier as to released value of shipment at time contract of shipment was made.—*Id.*)

(Fact that carrier's agent prepared and signed receipt for goods, which contained agreement as to released value, shippers knowing nothing of its preparation, and it not having been delivered to them until four or five months after shipment and loss of goods, held not a declaration or agreement as to value such as would sustain carrier's defense of limited liability.—*Id.*)

Steel Removable Motor Van Body Reduces Warehouse Payroll \$396 a Week

Invention by Brooklyn Storage Executive Is Granted Federal Patent and Will Be Made Available to Industry



Three views of the steel removable van body for household goods transport. Interior is painted white enamel, with floors gray, and is electrically lighted from storage battery of truck. The body is 13 feet long, 6 feet 6 inches high and 6 feet wide and weighs 2450 pounds. The electric truck is an open steel platform vehicle 13 feet 6 inches long and 6 feet 6 inches wide

THE Government Patent Office in Washington has granted to the Long Island Storage Warehouse, Brooklyn, a patent on a steel removable motor van body invented by the company's owner, Edward T. Jenkins, and designed to stop the idle time of the company's motor equipment during the busy moving seasons and to increase the volume of patronage without any proportionate advance in expenses.

Sixty of these steel bodies are now in use by the Brooklyn company and in due time the firm will go into production to the extent of making the invention available to warehousemen throughout the country.

THE bodies are built of steel plates of No. 12 and No. 14 gage, on channel and L-iron frames, and are each 13 ft. long, 6 ft. wide and 6 ft. 6 in. high, and weighs 2450 lb. They pass over swivelled roller and ball bearing steel castors of a carrying capacity of 6 tons.

Being smooth on the inside, the bodies require no side or end pads. Medium furniture pads are covering sufficient

to prevent marring or scratching.

Interiors are painted white enamel, with floors gray, and are electrically lighted from the storage batteries of the trucks. Exteriors are painted battle-ship gray with three coats of spar varnish.

The truck, when the body is removed, is an open steel platform vehicle 13 ft. 6 in. long and 6 ft. 6 in. wide, with 6-in.

Although the Long Island company built some of these removable bodies in 1923 and operated them successfully and economically during subsequent months, formal announcement of the details—and of the fact that the Government granted a patent, covering twenty claims, last December—was made by Mr. Jenkins only at the recent Augusta convention of the National Furniture Warehousemen's Association.

The illustrations shown above herewith were supplied to *Distribution & Warehousing* by Mr. Jenkins, who in his paper read at the Augusta meeting set down some of the following facts regarding his invention:

rungs on the sides—ideal, according to Mr. Jenkins, “for shipment of crated or other bulky merchandise.”

The entire truck and the steel body are fireproof, the only wood being the spokes of the wheels. Mr. Jenkins said they are “absolutely germproof if the furniture pads are sprayed once a week with formaldehyde or other germicide and the bodies sprayed and kept clean.”

Comparing this truck and removable steel body with the stationary body van, Mr. Jenkins said:

"During the spring and fall rushes we competed three electrics with stationary body vans against three electrics with removable bodies. The stationary body vans averaged three loads; the removable body vans averaged seven loads. There was no preference as to orders.

"Our experience of nine months proves that, for storage work, four trucks with twenty-eight removable bodies will do more work than we can do with nine trucks with stationary bodies; and we could save the pay of twelve men. Twenty-seven men are needed on the nine stationary trucks—fifteen fewer men; but we added three men in the warehouse to help handle steel bodies, thus saving twelve men's wages, or \$396 a week.

"We are changing all of our equipment from stationary body vans to the new steel platform trucks and have increased our steel bodies to sixty.

"Another important item is this: we could reduce our cartage charges to and from warehouse from \$15 per van to \$10, or from \$7 per hour to \$5, and make more money and do more business than we

could by using double the number of stationary body vans.

"We find a great demand for the steel bodies from banks and other institutions. We are renting them just as fast as we can spare them, for \$192 a year.

"We find also that we have a great number of particular customers who insist on locking the bodies after their furniture has been loaded, and without any dispute as to the monthly rent. The idea that a family can lock their valuables in a safe deposit box appeals. We found it so last summer, when, with only thirty-eight steel bodies on hand, twenty-three were locked by the renters, leaving us with hardly enough bodies to keep all of our trucks moving.

"We have found another important and labor saving item in the use of the locked body. We issue a receipt, 'One Body, No. 100, locked by renter,' weight, quality and contents unknown, and all the labor required to place it in its designated place in the warehouse is that of three men taking five minutes in rolling it to its place. Just think; no unloading van, no piece numbering, no labor stacking furniture in rooms, no responsibility or claims for losses, no fear of petty stealing; and when the

renter wants the furniture delivered, it requires the labor of only three men five minutes to roll the body of the truck and it is on the way to the family's new home.

"Eighteen of the bodies have been delivered and far less damage has been reported than would have been the case if the furniture had been stored in the regular way, and every one of the eighteen renters says he will not store effects in any other way. We do very little house-to-house moving, but to those who do the removable body is a great saver of time.

"If you have one or two bodies in your warehouse, in addition to the one of the truck, you do the house-to-house move and, if the next load is for storage, roll the body off on the platform and roll a light body on the truck and in five minutes your truck is on its way to a new job, and your inside warehousemen unload the body at their leisure and the empty body is ready for the truck when it arrives again. This applies also to furniture out of storage; your room packers load the empty body ready for the truck. This will save a full hour in loading or unloading as compared with the present system."

Public Warehousing to Be Subject of Inquiry by National Chamber's Distribution Conference

Studies "Might Result in Developing Further Methods of Economy"

"It was shown that warehousing—particularly general merchandise warehousing—exhibits slight, if any, evidences of competition with any other factor in distribution. It bears a close relation to many methods of distribution through the frequent ease and economy with which stocks of merchandise for quick delivery may be maintained in many places at a distance from the original source of supply. In the opinion of the Conference, studies into the subject of warehousing might result in developing further methods of economy in distribution."

THE foregoing is quoted from a statement issued by the Chamber of Commerce of the United States regarding the National Distribution Conference which was held in Washington in January. A review of the conference was published in the February number of

Distribution & Warehousing.

The place which public merchandise warehousing takes in national distribution will accordingly be one of the subjects of the inquiry to be made by the National Distribution Conference's Committee No. 5, whose investigation is under the general heading "Methods of Distribution." This committee is headed by Dr. Melvin T. Copeland, director of

Harvard University's Bureau of Business research.

The other committee chairmen and the subjects which they will consider with relation to distribution are as follows:

Owen D. Young, chairman of the board of the General Electric Co. and a director of the national Chamber, and who has been identified prominently with the Dawes reparations negotiations in Europe, is expected to head Committee No. 1, which takes under advisement "Collection of Business Figures as a Means Toward Accomplishing Economies in Distribution."

A. Lincoln Filene of William Filene's Sons Co., Boston, heads Committee No. 2, considering "Trade Relations."

Stanley Resor, president of the J. Walter Thompson Co., New York, heads Committee No. 3, considering "Market Analysis, Advertising and Advertising Mediums."

Robert R. Ellis, Hessig-Ellis Drug Co., Memphis, heads Committee No. 4, considering "Expenses of Doing Business."

Hon. Sydney Anderson of Minnesota, former chairman of the Joint Commission of Agricultural Inquiry, heads Committee No. 6, considering "General Conditions Affecting Distribution."

"The purpose of this initial conference," says the statement issued by the

national Chamber, "was to discuss and learn the task which is before distributors to study their own problems. It was not their intention to meet and solve these puzzling questions by resolution or to attempt to find a cure-all. Rather it was desired to secure a consensus of opinion as to what are the most important problems and to lay plans for future work. The Conference will meet later in the year to receive reports of the special committees.

"A far-reaching task was outlined by the Conference for the committees which will take up the work in detail. This includes a survey of existing statistical sources and suggestions for a clearing house of statistical information to obviate duplication by those now engaged in such work; the analysis of trade practices and the devising of methods for correcting defects with a study of the functions of the various agencies of distribution now in existence.

"The interest displayed by the participants and the fact that the program was mapped out largely by themselves as they went along, together with the character of the personnel attending the Conference, constitute sufficient proof that an effort has been begun to study effectively the problems of distribution."

Billion-Dollar Warehouse Industry Is Indicated by 1925 Directory Figures

Statistics on Investment and Capacity Show Warehousing's Magnitude

INVESTMENT and capacity figures based on information supplied by executives of merchandise, household goods and cold storage executives and published in the 1925 Warehouse Directory (which appeared as part of the January, 1925, issue of *Distribution & Warehousing*) are set down in tables printed on the opposite page herewith and will serve to give men engaged in public warehousing some idea of the magnitude of their industry today.

These statistics were compiled for *Distribution & Warehousing* by H. A. Haring, author of a series of warehousing and distribution articles which began in the January issue and which will continue throughout the coming year.

It may be stated that the investment figures should tend to support a contention often heard—that "warehousing is a billion-dollar industry." In the approach to such a conclusion the following facts should be taken into consideration in view of the fact that the aggregate investment as shown in one of Mr. Haring's tables is \$508,566,923, or slightly more than a half billion:

First, of the approximately 3500 listings in the 1925 Warehouse Directory, about 3000 contain sufficient information for purposes of compiling statistics.

Second, of these 3000 companies, 523 neglected to make any reports regarding their warehousing investment.

By process of arithmetic it is worked out that the average investment of all companies which did report their investment figures is in the neighborhood of \$200,000. Carrying out this average for the 3000 companies, it would be possible to arrive at an estimate of \$600,000.

But it so happens that the 523 companies which did not make investment reports include some of the warehousing firms recognized as being among the financially largest in the United States—railroad storage

STATISTICS WANTED

HERE is made a painstaking effort, based on an accurate analysis of the contents of the 1925 Warehouse Directory, to give the public warehouse industry an intelligent idea as to just how big it is with relation to financial investment and space capacity.

H. A. Haring, compiler of the figures, set down in the accompanying tables, worked, it will be recognized, with information which was relatively limited.

That the information potentially available was not more nearly complete is the weakness of the warehouse industry itself. More than five hundred storage companies neglected to make the asked-for complete returns for the 1925 Warehouse Directory.

Our industry cannot learn its own magnitude unless the men in it cooperate individually when requested to supply statistics which, in the aggregate, would tell the story.

It is, however, possible for reasonably reliable estimates to be made when founded on figures voluminous to the extent to which they appear in the 1925 Warehouse Directory, and such estimates are set down, in this article, for the industry's consideration.

In giving such consideration to the actual figures and the estimates, storage executives are asked to keep in mind that at the close of the summer *Distribution & Warehousing* will begin the preparation of the 1926 Directory.

It is cooperation by men within our industry that makes the annual Directory worthy of our industry.

dence and Philadelphia; and important waterfront public storage properties in the New York metropolitan district.

All of these non-reporting companies indicated have investments far and away above the \$200,000 average. Some of these investments, indeed, run into the millions of dollars.

It may be conceded that the annual Warehouse Directory does not list all the public warehouse companies in the United States. The publishers do not claim that it does. Unquestionably there are many millions of dollars tied up in public storage properties of which there is no record in the Directory. The Directory endeavors to list all companies with which shippers and fellow warehousemen would wish to do business by reason of business integrity, financial stability and ample facilities. The Directory stands on that basis.

Adding, then, to the \$600,000,000 estimate arrived at in the foregoing, the unusually large investments of non-reporting railroad, waterfront and other properties, and adding also the investments of companies not listed in the Directory, it is believed that the average storage executive will not be inclined to quarrel with any calculation such as the one that the public warehouse industry is a billion-dollar one.

The warehousing investment of all public cold storage companies which reported for the Directory aggregates \$155,380,456. Mr. Haring writes to *Distribution & Warehousing* in this connection:

"A few warehousemen report combinations of merchandise storage and cold storage, without, of course, separation of capital between the two. By use of a tabulation of cold storage investment (available from a source other than the Directory) the cold storage totals have been segregated from the merchandise and household goods storage investments, with the result as stated—\$155,380,456 for the cold storage branch."

plants operated publicly in such cities as Cincinnati, St. Louis, Chicago, Minneapolis and Baltimore, to mention a few; big merchandise companies in Detroit, Newark, Provi-

Total Public Warehouse Investment Figures

(Covering Merchandise, Household Goods and Cold Storage Plants)

As Shown in 1925 Warehouse Directory

State	Investment	State	Investment	State	Investment
Alabama	\$ 3,616,000	Maryland	\$ 3,645,900	Oregon	\$ 7,680,900
Arizona	1,194,000	Massachusetts	25,249,300	Pennsylvania	25,799,900
Arkansas	557,500	Michigan	10,770,500	Rhode Island	1,929,000
California	35,514,527	Minnesota	17,181,000	South Carolina	954,000
Colorado	2,853,300	Mississippi	384,000	South Dakota	439,000
Connecticut	4,737,000	Missouri	19,704,500	Tennessee	6,763,000
Delaware	2,900,000	Montana	834,500	Texas	10,010,615
District of Columbia	7,229,500	Nebraska	13,919,000	Utah	2,334,000
Florida	4,471,000	Nevada	40,000	Vermont	122,000
Georgia	1,901,000	New Hampshire	537,900	Virginia	6,362,000
Idaho	857,500	New Jersey	34,606,000	Washington	9,270,150
Illinois	51,087,100	New Mexico	1,051,000	West Virginia	3,967,500
Indiana	8,844,000	New York	123,922,156	Wisconsin	5,469,500
Iowa	1,616,675	North Carolina	3,068,900	Wyoming	251,000
Kansas	1,721,000	North Dakota	488,000		
Kentucky	5,961,500	Ohio	22,888,000		
Louisiana	3,787,000	Oklahoma	2,961,000		
Maine	1,115,000			Total	\$508,566,923

Total Public Warehouse Capacity Figures

(Covering Merchandise, Household Goods and Cold Storage Plants)

As Shown in 1925 Warehouse Directory

State	Merchan- dise Warehouse Capacity, Sq. Ft.	Household Goods Warehouse Capacity, Sq. Ft.	Combined Merchandise and House- hold Goods Warehouse Capacity, Sq. Ft.	Cold Storage Warehouse Capacity, Cu. Ft.	State	Merchan- dise Warehouse Capacity, Sq. Ft.	Household Goods Warehouse Capacity, Sq. Ft.	Combined Merchandise and House- hold Goods Warehouse Capacity, Sq. Ft.	Cold Storage Warehouse Capacity, Cu. Ft.
Alabama	1,157,400	243,907	1,401,307	1,000,000	Nevada	32,000	20,000	52,000	
Arizona	69,800	110,600	180,400	240,000	New Hampshire	67,100	74,500	141,600	
Arkansas	217,800	99,400	317,200	200,000	New Jersey	3,827,729	2,450,199	6,277,928	9,920,000
California	6,824,035	3,479,149	10,303,184	9,766,380	New Mexico	7,500	30,925	38,425	150,000
Colorado	519,050	746,070	1,265,120	47,500	New York	22,370,278	7,579,807	29,950,085	56,865,475
Connecticut	630,350	735,300	1,365,650	82,000	North Carolina	1,282,645	321,460	1,604,105	43,350
Delaware	176,400	110,100	286,500		North Dakota	140,000	143,000	283,000	
Dist. of Columbia	631,204	919,000	1,550,204	2,550,000	Ohio	4,072,601	3,617,100	7,689,701	12,006,900
Florida	991,955	226,400	1,218,355	665,000	Oklahoma	510,495	421,836	932,331	1,186,000
Georgia	576,300	401,300	977,600	262,000	Oregon	1,102,311	740,950	1,843,261	1,018,000
Idaho	196,910	87,260	284,170	306,561	Pennsylvania	8,148,230	3,938,247	12,086,477	11,538,978
Illinois	10,066,183	4,988,621	15,054,804	28,217,902	Rhode Island	783,400	196,800	980,200	1,400,000
Indiana	1,877,360	1,108,780	2,986,140	2,069,900	South Carolina	616,500	35,625	652,125	
Iowa	1,169,550	888,320	2,057,870	948,913	South Dakota	130,240	147,124	277,364	
Kansas	951,381	680,830	1,632,211	10,000	Tennessee	873,050	835,550	1,708,600	3,812,000
Kentucky	1,075,808	333,748	1,409,556	4,075,018	Texas	3,416,110	1,671,465	5,087,575	3,626,680
Louisiana	1,384,548	314,110	1,698,658	1,500,000	Utah	417,200	179,200	596,400	522,000
Maine	149,000	194,000	343,000	1,000,000	Vermont	84,630	34,000	118,630	
Maryland	3,543,653	516,136	4,059,789	1,237,000	Virginia	1,589,173	545,629	2,134,802	1,772,300
Massachusetts	17,165,854	2,917,110	20,082,964	20,177,160	Washington	2,267,122	1,351,660	3,618,782	2,926,480
Michigan	3,037,700	1,993,394	5,031,094	3,406,500	West Virginia	413,675	443,200	856,875	700,000
Minnesota	4,049,857	1,115,900	5,165,757	4,624,922	Wisconsin	702,118	797,210	1,499,328	3,089,200
Mississippi	277,300	87,800	365,100		Wyoming	18,000	43,000	61,000	
Missouri	2,776,331	2,283,384	5,059,715	14,290,617					
Montana	134,750	255,425	390,175						
Nebraska	959,212	686,160	1,645,372	2,740,554					
					Total	113,482,298	51,136,691	164,618,989	209,995,290

Capacity

AS shown in another of Mr. Haring's tables, the aggregate space operated by those merchandise and household goods warehouse companies which reported their capacities for the 1925 Warehouse Directory is 164,618,989 square feet. This is divided into 113,482,298 square feet of merchandise space and 51,136,691 square feet of household goods space.

Cold storage warehouse companies were asked to express their capacities in terms of cubic area. Fewer than ten cold storage plants of importance failed to report this information. The

total of the reporting companies is set down in the table as 209,995,290 cubic feet. Commenting on this situation, Mr. Haring writes:

"This total cold storage capacity of 209,995,290 cubic feet perhaps permits a check on the thoroughness of the Warehouse Directory. The Department of Agriculture has been in the habit each year (in October) of compiling a record of cold storage capacities, but in 1924 did not make the attempt owing to need of retrenchment in expenses. The last such compilation is, therefore, that of October, 1923, about fourteen months

prior to the issuing of the 1925 Warehouse Directory.

"That October, 1923, report makes the total of public cold storage capacities to be 205,935,992 cubic feet, to which ought to be added a portion of those houses which are 'combined public and private' and those 'meat packers who do also some public storing.' Few, if any, of the meat packers' houses are listed in the Directory, but in order to get at a comparison we should take account of the 'combined public and private' cold storage capacities, whose total capacity is 46,312,511 cubic feet.

"This would give approximately 252,000,000 cubic feet as the maximum that the Directory could hope to list. This should, in turn, be reduced by 8,500,000 or 9,000,000 cubic feet to correspond with storages which were closed during 1924 as being unprofitable—leaving thus something like 243,000,000 cubic feet as the most the Directory could list. It actually lists about 210,000,000 cubic feet of reported capacity. If other cold storages, listed but without reports of capacity, had given their figures the Directory would have published a very satisfactory approximation to the totals for this branch of the industry."

Leading States

IN the amount of investment actually reported for the 1925 Warehouse Directory, New York leads the States with approximately \$124,000,000. Illinois ranks second and California third, followed in order by New Jersey, Pennsylvania, Massachusetts, Ohio, Missouri, Minnesota and Nebraska.

In the total merchandise and household goods space, taken together, as actually reported, New York again stands ahead with Massachusetts second and Illinois third, followed by Pennsylvania, California, Ohio, New Jersey, Minnesota, Texas, Missouri.

In the total exclusively merchandise

space actually reported, New York leads, with Massachusetts second and Illinois third, followed by Pennsylvania, California, Ohio, Minnesota, New Jersey, Maryland and Texas.

In the total exclusively household goods space actually reported, New York is first, with Illinois second and Pennsylvania third, followed by Ohio, California, Massachusetts, New Jersey, Missouri, Michigan and Texas.

In the total exclusively cold storage space actually reported, here also New York ranks at the top, with Illinois second and Massachusetts third, followed in order by Missouri, Ohio, Pennsylvania, New Jersey, California, Minnesota and Kentucky.

Would Exempt from Taxation Shippers' Stocks in Public Warehouses in New Jersey

Bill Is Introduced in State Legislature to Amend Present Law Permitting County Boards to Assess Goods in Storage

BURDENED by a handicap of loss of business through taxation of shippers' stocks stored in public storage plants, merchandise and cold storage warehouse companies in New Jersey have had introduced into the Legislature of their State a bill which if enacted would exempt such goods from assessment when stored in public warehouses.

The measure, House Bill 408, amends the present New Jersey taxation law by striking out the provision which permits the assessors of the several counties to impose such taxes.

The bill is sponsored by the New Jersey Merchandise Warehousemen's Association, recently organized for the specific purpose of endeavoring to lift the handicap in its members' own interests and on behalf of manufacturing companies and other storers who place goods in public warehouses in New Jersey. In some counties the assessors tax also household goods in storage in public warehouses, and the newly-formed State body has enlisted the support of the New Jersey Furniture Warehousemen's Association, which at its monthly meeting at Newark on Feb. 18 went on record favoring the bill and promising to work with the merchandise warehousemen in bringing about its enactment.

D. R. Crotsley, president of the New Jersey Merchandise Warehousemen's Association, addressed the furniture warehousemen's meeting in Newark and reviewed the situation. The New Jersey taxing law, he pointed out, was a long-standing one under which all personal property within the State may be taxed. In certain counties, notably Essex and Hudson, which contain respectively Newark and Jersey City, the county assessing boards prescribe taxation; in

some of the other counties the assessors do not do any taxing of this character.

The effect in the counties where the taxation is enforced, Mr. Crotsley said, was to drive storage business out of New Jersey commercial warehouses for about three months each year—prior and subsequent to the taxing date, Oct. 1. Many storers, he explained, during that period placed their goods in warehouses in New York and trucked them across the Hudson River on ferries to the New Jersey side, in order to escape paying taxes in New Jersey.

Three years ago commercial warehousemen in Newark and Kearny began holding monthly meetings at which the situation was discussed. At that time, and since, protests to local taxing boards proved unavailing. Subsequently a number of the warehousemen decided to retain an attorney, Joseph G. Wolber of Newark, to prepare a bill, these warehousemen intending to join in financing the effort.

This led to a call to merchandise and cold storage warehousemen throughout New Jersey to meet. They assembled on Jan. 14 and organized the new State association, subsequently expanding until seventeen companies in seven cities were members. Meanwhile Assemblyman J. Glenn Anderson, Essex County, introduced House Bill 408 in the Legislature, and late in February the bill was in the hands of the Legislature's tax committee.

At the Newark meeting on Feb. 18 Mr. Crotsley told the furniture warehousemen that New York and Pennsylvania assessors do not tax shippers' goods in warehouses and that enactment of the bill was essential if New Jersey warehousemen were to compete success-

fully with warehousemen in the adjoining States. He said that any loss which New Jersey assessors would suffer through the proposed exemption would be more than offset by taxation obtained in other ways through the development of public warehousing in New Jersey and through larger volume of business coming to New Jersey if storers knew their goods would be free from taxation.

At the organization meeting on Jan. 14 the New Jersey Merchandise Warehousemen's Association elected officers as follows:

President, D. R. Crotsley, vice-president Lehigh Warehouse & Transportation Co., Inc., Newark.

First vice-president, Eno Campbell, secretary Campbell Stores, Hoboken.

Second vice-president, Frank W. Stokes, manager Newark Warehouse Co., Newark.

Secretary, Frank Stoecker, traffic manager Passaic Transportation Co., Passaic.

Treasurer, F. S. Shafer, traffic manager Essex Warehouse Co., Newark.

Other companies which are members of the association are the Commercial Warehouse Co., Newark; Elasticap Company, Jersey City; Eldredge Express & Storage Warehouse Co., Atlantic City; Merchants Refrigerating Co., Jersey City, Newark and New York City; National Cold Storage Co., Inc., Jersey City and New York City; Newark Bay Terminal Co., Newark; Paterson Storage Co., Paterson; Security Storage Warehouses, Harrison; Shupe Terminal Corp., Newark and Kearny; South Jersey Warehouse Co., Camden; Thomas J. Stewart Co., Jersey City and New York City; Union Terminal Cold Storage Co., Jersey City.

WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the
Warehouse Industry Are Invited to Contribute News to This Department

National Furniture Warehousemen's Association

Summer Convention at Mackinac

THE National Furniture Warehousemen's Association will return to the Grand Hotel, Mackinac Island, Mich., for its next annual meeting, which will be held probably during the week beginning Monday, July 6.

This decision was reached by the National's board of directors when they assembled during the association's semi-annual convention at Augusta, Ga., in January. Ralph J. Wood, secretary, had written to the directors in advance and sixteen out of nineteen favored Mackinac. California put in a bid through the Pacific Coast Furniture Warehousemen's Association, which invited the association to meet at Los Angeles, but the directors voted to defer at least for another year the holding of a convention in the Far West.

It was at Mackinac that the National was organized, in the summer of 1920, and two other annual conventions have since been held there. One summer the association went to Bigwin Island, Canada, and last year's meeting took place at Charlevoix, Mich.

New Members

At the Augusta convention the directors brought the National's membership to a total of 725 by electing the following companies:

Brock Van & Storage Co. (formerly California Fireproof Storage Co.), Glendale, Cal., and Los Angeles.

Donelson Storage & Transfer Co., Jamestown, N. Y.

Glendale Fireproof Storage Co., Glendale, Cal. James H. Little is proprietor.

Goodman Warehouse Corp., Jersey City, N. J. Samuel Goodman is president and Nathan L. Goodman is secretary.

Frank A. Gorecki, Inc., Englewood, N. J. Joseph M. Abrams is president.

Kedney Warehouse Co., Inc., Minneapolis. Fred S. Kedney is president and Charles F. Kern is secretary.

Kinhart Transfer & Storage Co., Mason City, Iowa.

A. G. Milan Transfer & Storage Co., Sheffield, Ala.

Nelson Storage & Van Co., Chicago.

Page Fireproof Storage, Tulsa, Okla. R. W. Page is president and J. Van Voorhees is secretary.

Red Line Transfer & Storage Co., Inc., Des Moines, Iowa. Frank Berg is president and L. E. Forbes is secretary.

Wertz Warehouse Co., Reading, Pa. James O'Rourke is president and E. J. Morris is secretary.

Wiggins Transfer & Storage Co., Spartanburg, S. C.

A number of other applications were either rejected or held over for further consideration.

May Alter Southern District

The National's directors at their Augusta meeting gave consideration to a suggestion that the association's southern division be rearranged so as to place Virginia, now in the southern, in the eastern district, and Arkansas, now in the southern, in the central district. It was decided to have the central, southern and eastern divisional vice-presidents—S. C. Blackburn of Kansas City, William I. Ford of Dallas and Walter E. Sweeting of Philadelphia—make an inquiry to determine the wishes of the Virginia and Arkansas member companies.

The directors voted to dispense with the March meeting of the board, in the interest of economy, and they will not meet again until they assemble at Mackinac in July.

Corrections

The line "Assoc: NFWA (Application pending October, 1924)," in the listing of the Economy Transfer & Storage Co., Memphis, Tenn., on page 416 of the annual Warehouse Directory (January, 1925, issue of *Distribution & Warehousing*) should be deleted. At the National directors' meeting at Augusta the membership application of the Economy company was rejected.

The symbol "NFWA" in the listing of the Artificial Ice & Fuel Co., Waterloo, Iowa, on page 162 of the annual Warehouse Directory should be deleted. The symbol was inserted in error, the Artificial company not being an N. F. W. A. member.

New Portland Office

The Portland (Ore.) Draymen & Warehousemen's Association has removed to 704 Dekum Building from the Chamber of Commerce Building. Clyde T. Spooner, manager, has installed his headquarters in the new office.

American Warehousemen's Association

Dues Explained

IN the first bulletin issued by the merchandise division of the American Warehousemen's Association following discontinuance of the organization's monthly publication the schedule of dues for A. W. A. members—arranged as result of the merger with the Central Warehousemen's Club last December—is announced as follows:

Up to 50,000 sq. ft.....	\$35
50,000 to 80,000 sq. ft.....	50
80,000 to 150,000 sq. ft.....	75
150,000 to 400,000 sq. ft.....	100
More than 400,000 sq. ft.....	125

The bulletin explains:

"In order to balance the budget, initial dues, arrived at by the foregoing schedule, are raised 50 per cent.

"Example 1. A warehouse operating 40,000 sq. ft. for merchandise only would fall in the \$35 class basis. This is raised 50 per cent, making the dues for the year \$52.50.

"Example 2. A member operating 200,000 sq. ft., of which 150,000 is merchandise and 50,000 is household goods, the total operation of 200,000 sq. ft. falls in the \$100 class basis. Of this sum 75 per cent or \$75 is allocatable to merchandise and 25 per cent or \$25 to household goods, in proportion to the space operated. The \$75 allocatable to the merchandise division is raised 50 per cent to \$112.50; there is no change in rate in the household goods division over last year. Hence the total dues in this case would be \$112.50 plus \$25, or \$137.50.

"If a member operating more than one class of storage elects to affiliate with but one division, then dues are assessed on the total space operated, regardless of class of storage.

"Foreign members are assessed on a basis equal to 50 per cent of the schedule for domestic members, with a minimum charge of \$25.

"Where more than one class of space is operated, the basic amount is prorated among the divisions in accordance with the percentage of space operated, as under Example 2, and the merchandise division's share thereof is then raised 50 per cent.

"Forwarding companies are assessed \$125 as heretofore, of which the mer-

chandise and household goods divisions share equally."

Notes

It is formerly announced by J. Edgar Lee, president of the merchandise division, that Chester B. Carruth has been retained by the division to act as actuary. Formerly cost finding expert for the Massachusetts Warehousemen's Association and later for the Illinois Association of Warehousemen, Mr. Carruth has long been identified with warehousing, particularly in cost finding studies and research work. His office has been located at 1610 First National Bank Building, Chicago.

As a result of the consolidation of the A. W. A. and the C. W. C. the merchandise division gained 54 new companies and now has a membership of 418.

The Wiggins Transfer & Storage Co., Spartanburg, S. C., has been elected to membership in the merchandise division.

Household Goods Handbook

The handbook committee of the household goods division is preparing a volume, which it hopes to publish during the current year, on household goods warehousing in the United States.

According to the committee's chairman, Clarence A. Aspinwall, Washington, D. C., in his report submitted at the A. W. A.'s Chicago convention, the work involves considerable research and the gathering of a large amount of data and considerable original inquiry in time studies of operation, and included in the book will be valuable material which has been scattered through the proceedings of warehousing associations during the past quarter century. An exhaustive index will be provided.

It is estimated that the expense of preparing and publishing the book will amount to approximately \$3,300 and the book will sell at \$5 or \$7.50, with one

copy sent free to each household goods division member if the division's finances permit it.

It is intended to cover all phases of the furniture branch, including packing, cartage, cold storage and shipping and the book will contain several hundred pages. The first chapter will deal with the history and growth of household goods warehousing and will be followed by chapters on selections of site, building design and construction, organization, accounting, recording, receiving and stowing goods, taking orders, estimating, forms, cartage, packing, shipping, cold storage, vault storage, carpet cleaning, statistics, rates, wages and hours of labor, welfare schemes, insurance and the industry's future.

The book will appear with Mr. Aspinwall as author.

Transfer & Storagemen's Assoc. of Grand Rapids

Emerson Elected President

AT the annual meeting of the Transfer & Storagemen's Association of Grand Rapids, Mich., held in January, C. M. Emerson, treasurer Richards Storage Co., was elected president.

E. M. Radcliffe, owner Radcliffe Storage Co., was elected secretary for the twenty-first consecutive time.

Andrew De Groot of A. De Groot & Sons was chosen first vice-president, and Martin Gelock of the Gelock Transfer Co., second vice-president.

Maryland Furniture Warehousemen's Assn.

Officers Reelected

THE Maryland Furniture Warehousemen's Association held its annual meeting at Baltimore and reelected officers for 1925 as follows:

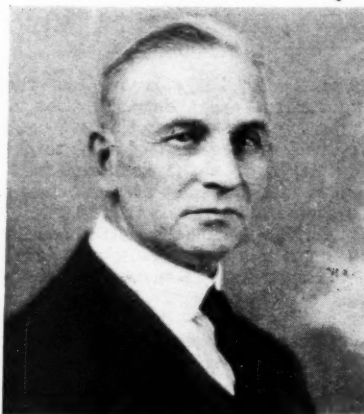
President, George D. Magruder, president, Graham's Storage Warehouse Co. of Baltimore City.

Vice-president, L. A. Naylor, president, Monumental Storage & Carpet Cleaning Co., Baltimore.

Secretary-treasurer, C. J. Hamilton, vice-president, Security Storage & Trust Co., Baltimore.

On Feb. 11 the Maryland association entertained local railroad and steamship agents and warehousemen from other eastern cities at a banquet and entertainment at the Hotel Rennert in Baltimore. Dr. H. M. Carter of the Resinol Chemical Co. was toastmaster and talks were made by W. H. Protzman, Philadelphia; Charles A. Charde, New York; Charles S. Morris, New York, and by

George D. Magruder



Reelected president Maryland Furniture Warehousemen's Association

President Magruder and Secretary Hamilton of the local association. On behalf of the organization Mr. Hamilton presented Mr. Magruder with a silver pitcher suitably inscribed.

"Price Cutting and Price Cutters" was the subject of the address by Mr. Morris, an N. F. W. A. past president, whose remarks included the following:

"The public has an erroneous idea that price agreement is a conspiracy against the consumer. Exactly the contrary is true. Price chaos eventually injures the consumer and meanwhile prevents the honest business man from rendering his best, and encourages that cheat—the price cutter.

"Cut-throat competition is the ruination of any business into which it enters. Cut-throat competition is based on ignorance; ignorance of ethics, ignorance of your duty to your competitor, ignorance of your responsibilities to the craft of which you are a part, ignorance of cost of production, ignorance of the actual expense of running a business and many other ignorances which can be cleared away only by an association and

Kansas City Warehousemen's Association

J. A. Groves Reelected

THE Kansas City Warehousemen's Association at its annual meeting, held on Jan. 16 at the Kansas City Club, reelected as president John A. Groves, president Groves Storage Warehouse Co., Inc., and as secretary William Crooks, local general manager Crooks Terminal Warehouses.

William A. Sammis, secretary Central Storage Co., was elected vice-president in charge of the merchandise division; Howard Lathrop, operating executive Lincoln Fireproof Co., vice-president in charge of the household goods division; and E. M. Dodds, general manager Kansas City Cold Storage & Warehouse Co., vice-president in charge of the cold storage division.

the dissemination of the proper ideas of business conduct by such association. . . .

"Stabilize your rate and you stabilize your business. Your discourage the shopper who plays one man against another. Sell on a basis of service, and competition, still keen, stays clean."

Mr. Morris said that the household goods warehouseman was no longer a furniture mover only, but was "a department store of service."

New Jersey Furniture Warehousemen's Assoc.

Officers Reelected

AT the annual meeting of the New Jersey Furniture Warehousemen's Association, held at Newark in January

with seventy members and guests attending, all the officers were reelected, as follows:

President, Willard Eldredge, president Eldredge Express & Storage Warehouse Co., Atlantic City.

First vice-president, George Sebold, vice-president Weimar Storage & Trucking Co., Elizabeth.

Willard Eldredge



Reelected president New Jersey Furniture Warehousemen's Association

Second vice-president, Frederick Petry, Jr., president Petry Express & Storage Co., Trenton.

Treasurer, Griswold B. Holman, secretary George B. Holman & Co., Inc., Rutherford.

Secretary, Frank J. Summers, Model Storage Warehouses, Inc., Newark.

As directors, E. E. Leach, operating executive E. E. Leach, Inc., Montclair, was elected for three years and the following were reelected: Walter W. Hoffman, proprietor Hoffman Express & Storage Warehouses, Ridgewood; Norman M. Hotchkiss, president Summit Express Co., Inc., Summit; William T. Bostwick, president Thomas J. Stewart Co., Jersey City; Daniel Ruder, president Daniel Ruder, Inc., Ironbound Storage Warehouses, Newark; Leslie W. Bell, president Bell Storage Co., Camden; and Richard, Jr., owner Richard Coyne Storage Warehouses, East Orange.

The banquet held after the business meeting adjourned was attended by 112 persons.

New York Furniture Warehousemen's Assoc.

W. R. Wood Again President

THE New York Furniture Warehousemen's Association re-elected officers, at its annual meeting, held in January, as follows:

President, William R. Wood, secretary Liberty Storage & Warehouse Co., Manhattan.

Vice-president, Ernest H. Milligan, treasurer Lee Brothers, Inc., Manhattan. Secretary, William T. Bostwick, president Thomas J. Stewart Co., Manhattan. Treasurer, Grant Wayne, manager West End Storage Warehouse, Manhattan.

Owing to the association's growth it was decided to increase the number of directors from six to nine and to elect for three-, two- and one-year terms instead of exclusively one-year terms as heretofore. Directors were chosen as follows:

Three years—Albert Fink, secretary L. Fink & Sons Aetna Storage Warehouses, Inc., Brooklyn; George Kindermann, president Julius Kindermann & Sons, Inc., Manhattan; Charles S. Morris, president Metropolitan Fireproof Warehouses, Inc., Manhattan. Two years—Barrett C. Gilbert, vice-president Gilbert Storage Co., Inc., Manhattan; William A. Meikleham, vice-president Manhattan Storage & Warehouse Co., Manhattan; Louis Schramm, Jr., manager Chelsea Fireproof Storage Warehouses, Inc., Mount Vernon. One year—C. J. Fyans, manager T. J. O'Reilly Storage Warehouse Co., Manhattan; Walter C. Reid, vice-president Lincoln Safe Deposit Co., Manhattan; Wilbur J. Whelen, secretary Atlantic Storage & Warehousing Co., Brooklyn.

The association elected two new members—Arrow Storage Warehouse and Standard Storage Warehouse, both in Manhattan. It was announced that the Ansonia Storage Warehouse Co., Manhattan, had resigned because retiring from the warehouse business.

With these changes, the New York body has a membership of 78 companies, with one application pending, according to Mr. Bostwick's report as secretary. This represents a net gain of four members during the previous year. The average attendance at meetings during the year, he said, was 64.

Mr. Bostwick in his report commented that business declined during 1924 and so it behooved the members to avoid slashing rates during 1925.

Ethical Procedure

The association adopted a resolution authorizing the preparation of a code of ethical procedure, covering such points as one member taking goods from another's warehouse without advance permission. The uniform methods committee will draw up the text.

President Wood in his report said business had not been as good as previously, for two reasons—first, public demand for service was not as great; second, competition was greater and this had led to tearing down of stability through price cutting, at a time when taxes were increasing and overhead was not decreasing. He added:

"The business outlook for 1925 is bright. We should take advantage of this and uphold the price structure."

Reporting later as chairman of the

cost and accounting committee, Mr. Wood urged more general use of the N. F. W. A. accounting system, stating that about 6 per cent of the National's membership already had adopted it.

The problem of training apprentice packers was again discussed. George Kindermann recommended an \$18 weekly wage. Discussion brought out that the

William R. Wood



Reelected president New York Furniture Warehousemen's Association

Benevolent Association of the Van Owners' Association considered this wage too low. It was decided to leave to the directors, for action, a suggestion that the association work with the Benevolent in arriving at a wage and in instituting a system of training packers.

Mr. Milligan, in his report as chairman of the insurance committee, outlined in detail the changes of the past year affecting coverage in which furniture storage companies are interested, including compensation, general liability, elevator liability, automobile liability, teams liability, plate glass, fire, income, legal liability and transit. He said there was a tendency on the part of insurance companies to recognize the warehouse industry as being entitled to reduced automobile liability rates. Regarding fire coverage, he stated that with the large volume of premiums and with the experience of the members, warehousemen were entitled to some relief and that the committee was working to that end.

A number of out-of-town warehousemen were called on for talks, including E. G. Mooney, Hartford, president of the Connecticut Warehousemen's Association; Willard Eldredge, Atlantic City, and Frank J. Summers, Newark, respectively president and secretary of the New Jersey Furniture Warehousemen's Association; C. G. Wightman, Philadelphia, secretary of the Pennsylvania Furniture Warehousemen's Association, and Walter E. Sweeting, Philadelphia, an N. F. W. A. director.

—K. B. S.

Ohio Warehousemen's Association

W. Lee Cotter Reelected

THE Ohio Warehousemen's Association held its annual meeting at the Athletic Club in Columbus on Jan. 29 and re-elected officers as follows:

President, W. Lee Cotter, Mansfield, head of the Cotter chain of warehouses in Ohio.

Vice-president, E. H. Lee, secretary H. C. Lee & Sons Co., Toledo.

Secretary, Harry Foster, treasurer B. & O. Fifth Street Warehouse, Cincinnati.

Treasurer, W. R. Kissick.

Subjects discussed at the meeting included competition, Public Utilities Commission control, developing new business, claim experience, general conditions affecting the industry, packing, wages, inter-city moving and long distance hauling, motor equipment operating costs and taxes.

Pacific Coast Furniture Warehousemen's Assoc.

Group Insurance

THE proposal to form a group compensation insurance body composed of members of the Pacific Coast Furniture Warehousemen's Association was unanimously approved by the central division members at their January meeting.

The speaker of the evening was T. W. Jacobs, California district manager for the Lumbermen's Reciprocal Association, the company offering the furniture warehousemen this form of compensation coverage. Mr. Jacobs told of the excessive rate paid by the lumbermen of Texas on their compensation insurance, resulting in the formation of the company which he represents and which today handles premiums amounting to more than \$100,000,000.

With such a tremendous volume of business the lumbermen are enabled to extend their facilities for this form of insurance to other lines of business, Mr. Jacobs explained. A charge of 10 per cent, plus a reinsurance charge of 2 per cent, is levied, making a total cost to the policy holder of 12 per cent on his premium for the service. The remaining 88 per cent is used to pay losses and the balance left after losses have been met is returned to the members on any sort of a reciprocal arrangement.

The objection that such insurance would not cover losses in excess of the premiums paid in, as might occur by catastrophe, etc., Mr. Jacobs answered by pointing out the two per cent clause in the policy, used to purchase reinsurance, protecting against any conceivable loss.

—H. H. DUMM.

W. Lee Cotter



Reelected president Ohio Warehousemen's Association

Pennsylvania State Warehousemen's Assoc.

Officers Reelected

A STRONG spirit of cooperation was evident among the members at the annual meeting of the Pennsylvania State Warehousemen's Association, held at the Union League Club, Philadelphia, on Jan. 20. A feature of the session, which followed a noon luncheon with twenty-nine members and guests attending, was an address by Chester B. Carruth, warehouse cost analyst, who is actuary for the American Warehousemen's Association, on "Scientific Rate Making." The Pennsylvania organization's officers were reelected, as follows:

President, Philip Godley, proprietor, Godley's Storage Warehouses, Philadelphia.

Vice-president, John B. S. Rex, president, Rex & Co., Philadelphia.

Secretary and treasurer, Robert L. Spencer, Pittsburgh, warehouse superintendent, Pennsylvania Railroad Co.

Directors were chosen as follows:

Merchandise division, H. A. Bietenduefel, superintendent, Duquesne Warehouse Co., Pittsburgh; McCormick Dawson, president, Williamsport Storage Co., Inc., Williamsport, and Mr. Godley. Cold storage division, J. A. Mooney, manager, Industrial Cold Storage & Warehouse Co., Philadelphia; Harry C. Reber, president, Reading Cold Storage & Ice Co., Reading; C. L. Schaub, secretary, Union Storage Co., Pittsburgh.

President Godley's report included a summary of the accomplishments of the Hoover simplification of warehouse forms conference at Washington last September.

Mr. Bietenduefel announced he had asked Robert Haight, manager of the legislative bureau of the State Chamber of Commerce, whether he knew of any pending legislation looking toward State control of the warehouse industry and had been informed that no such legislation was in prospect.

The Terminal Warehouse Co., Philadelphia, was elected to membership.

Mr. Carruth was then introduced. He said that in Boston, ten years ago, there was a group of warehousemen who had raised the slogan, "Get the Business," regardless of what rate was being charged. They were all losing money because, while they were handling a large volume of business, their rates were exceedingly low. About the middle of June, 1915, he said, they decided to stop fighting, bury the hatchet and get together. Out of this determination grew the Boston Warehousemen's Association, which in time became the present Massachusetts Warehousemen's Association.

The members held monthly meetings and tried to improve rates, calling in a prominent engineering corporation and two auditing companies, telling them to put the industry on a money-making basis. These companies went into the warehouses, analyzed the income and expenses and determined what the warehouses must get per square foot to be profitable. They built up a system whereby the members could determine on profitable rates, the warehousemen put the system into operation, and conditions began to improve.

Early in 1918 a bureau of information was opened for the purpose of determining costs, to which bureau members forwarded their cost statistics relating to productive labor. The results showed that costs were high. As to overhead expenses, these sometimes ran, in the cases of different warehouses, into notably high figures. One warehouse, for instance, had 125 per cent overhead for 1918; for 1919 it reached 138 per cent, and later than that it has been even higher. Mr. Carruth stated that it has been found that overhead figures vary in different warehouses and that they also vary in the same warehouse under different conditions.

After Three Years

At the end of three years enough data had been available to form a basis for rates. After careful analysis separate divisions were made for bags, bundles, rolls, boxes, kegs, tubs, barrels, ingots and so on. The Boston men first took bags and classified them into high density bags, such as those for beans, flour, rice and the like, of approximate density, and low density bags, such as those for cotton and wools, and made various subdivisions of the different divisions formed.

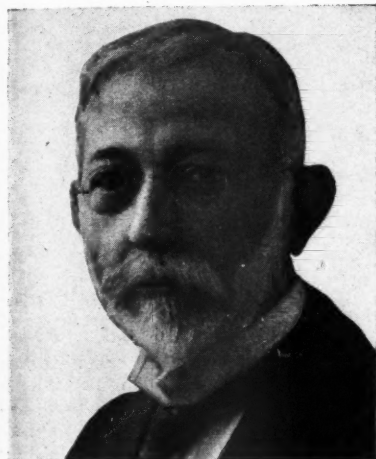
Mr. Carruth illustrated the variable nature of the Boston rates, on the different commodities, by means of a graph. The cost relationship was shown between the different types of bags and packages with regard to density and weight. Then they worked out a classification whereby they could make a definite storage basis and a definite handling basis of rates, taking into consideration payroll costs, overhead and profit, and put this system into operation.

The result of the work in Massachusetts, Mr. Carruth asserted, has been such that the association meetings have

fostered a spirit of cooperation and confidence, every member having profited financially. Since the scientific rate system, based on relativity of costs, has been installed, all the warehouses in the association, he said, have made money; whereas before that, they lost. Of course, he explained, during periods of depression some losses naturally have occurred, but these have been due to lack of business.

Another group of warehousemen, in Illinois, Mr. Carruth continued, about

Philip Godley



Reelected president Pennsylvania State Warehousemen's Association

the same time formed an association along lines somewhat similar to those of the Massachusetts body, with the difference that, while in Massachusetts the members now use a uniform classification, in Illinois they go even further and work absolutely on a uniform storage rate basis. All the members use the same tariff, he said.

The Illinois warehousemen made money during the war and then came the post-war depression. Handling-rates were not based on definite knowledge.

Chicago's Tariff No. 9

Just prior to April, 1923, the Chicago warehousemen, said Mr. Carruth, took up the question of handling costs and, at their request, Mr. Carruth instigated a handling-cost investigation in several warehouses, covering a period of three months. While this investigation could not be as thorough as that in Massachusetts, enough information was obtained to form a working basis and to verify the fact that there was a definite relationship between handling costs in Chicago and Boston.

The result of the Chicago investigation was the basis for the new Chicago tariff No. 9, which is predicated on a revenue basis of 7½ cents per square foot per month, at a wage rate of 52 to 53 cents per hour, an average overhead of 200 per cent, and a small allowance for profit. The tariff went into operation in July, 1924.

The Chicago warehousemen hold monthly meetings, the members standing together for rates and talking over their problems together. They "get the business" and the warehouse industry in that city is in better condition than at any other point in the country.

Mr. Carruth told that how, after completion of his duties in Chicago, at the request of Mr. Bietenduefel, he went to Pittsburgh to give the Duquesne Warehouse Co. a plain statement of facts as he found them. The company mentioned, he said, was operating under an old tariff, doing a good business, but having no relationship between the rates on different commodities. Mr. Carruth instituted a cost study of both storage and handling rates here, extending over a period of two months.

Handling Costs

The first step was to install a method of determining handling-costs, and this was done by keeping an accurate record of the number of men and the time consumed in each operation. Next, the amount of occupiable floor space on which goods could be actually stored was ascertained, and handling rates were arrived at which included labor costs, overhead expense, plus the overhead used in Chicago and an allowance for profit. Storage rates also were determined by similar scientific methods and a new tariff was compiled, which will be put into effect in the near future.

Mr. Carruth took occasion to observe that when warehousemen cut rates they not only injure their own business but that of warehousemen generally. The only salvation, he said, for the warehousemen was to "stick together" and demand the rates to which their expenses and investment entitle them.

Cold Storage Tariff Soon

At the conclusion of the address President Godley thanked Mr. Carruth on behalf of the association. Mr. Carruth replied that he was present through the courtesy of the American Warehousemen's Association. In conclusion he pointed out that warehousemen who consistently cut rates cannot continue in business. He cited the case of the cold storage men in Chicago who had gone out of business by reason of ruinous competition and stated that the cold storage industry in Chicago today was going on a uniform basis and soon would publish a tariff.

President Godley introduced T. E. Witters, vice-president and general manager of the Baltimore Fidelity Warehouse Co., Baltimore, who is the "father of the warehousing encyclopedia." Mr. Witters stated that the salient features of Mr. Carruth's talk were embodied in the encyclopedia "Warehousing General Merchandise," published by the A. W. A. He added that Mr. Carruth had been instrumental in compiling the encyclopedia. He stated further that it was intended to issue a supplement thereto in the near future.

—K. H. Lansing.

Pennsylvania Furniture Warehousemen's Assoc.

Yearly Convention

A PARTICULARLY snappy business session followed by a dinner and entertainment evidencing the best of comradeship marked the eighth annual meet-

Frederic E. Aaron



Elected president Pennsylvania Furniture Warehousemen's Association

ing of the Pennsylvania Furniture Warehousemen's Association at the Hotel Lorraine, Philadelphia, on Feb. 10. About 100 members and guests attended the routine session in the afternoon and approximately 170, including many from other cities, were present at the evening banquet and show. At the business meeting the following officers and directors, all of Philadelphia, were elected:

President, Frederic E. Aaron, proprietor Powelton Storage House.

Vice-president, Robert Wallace, treasurer Wallace Storage & Carpet Cleaning Co.

Secretary (reelected), Charles G. Wightman, vice-president Atlas Storage Warehouse Co.

Treasurer, Frederick L. Harner, secretary Fidelity Storage & Warehouse Co.

Directors, two years—Buell G. Miller, president Miller North Broad Storage Co.; LeRoy K. Smith, owner Globe Storage; Joseph P. Carson, Philadelphia general agent Trans-Continental Freight Co. One year—George A. Emig, secretary Atlas company; Charles Graham, Graham's Storage Warehouse; Arthur T. George, president 20th Century Storage Warehouse Co.

A new method was carried out in the election. The officers were unanimously chosen, the ticket having been arranged at the January meeting. This year the secretary's office, by the election of a treasurer, is relieved of the dual duties.

The meeting was called to order at 4 p. m., with W. H. Protzman in the chair. His report as retiring president showed that during 1924 attendance at the monthly meetings exceeded that of any previous year, attesting increased interest in the organization's activities. Plans presented by the rate committee had not been adopted, although its members had worked hard in the preparation. The president thanked the association for its support for the past two years and mentioned that he did not intend to be inactive in the organization after his retirement from office. The association, he said, had big things to accomplish and he urged cooperation of the membership with the officers and committees and thanked the committees for their varied activities during the year. He said he wished to leave the thought that the association members should work in even closer cooperation, and accord the committee more support and to hold even a higher sense of responsibility, service and ethics toward the incoming administration.

No State Control

Vice-President Aaron reviewed the work of his office and urged that during the coming twelve months the membership in general subscribe more readily to the association's code of ethics.

The report of Secretary-Treasurer Wightman showed there are fifty members in the association, twenty-five of whom are located in Philadelphia; that during the past year three members were added and two dropped from the rolls for non-payment of dues; that the committee on collective purchasing had accomplished a great deal of good, and that a revision of the constitution and by-laws of the association soon would be distributed among the members.

Robert Wallace, reporting as chairman of the committee on laws and legislation, said that with the Pennsylvania Legislature now in session there were likely to be measures presented requiring prompt action on the part of the association. He mentioned two bills fathered by the Home Furnishers' Association in which the committee could find nothing objectionable. He said that C. M. Sweard, representing the Home Furnishers' Association, had assured him that that organization would not present any bills objectionable to the warehousemen. The bills spoken of are as follows:

Legislation

1. Making it a misdemeanor for the keeper, owner, proprietor, or any person in charge of any storage house, warehouse, second hand store, or pawnshop to remove, sell, dispose of, or permit to be disposed of any pianos, phonographs, furniture, or other goods or chattels of any person when such keeper, owner, proprietor or person in charge shall have been notified of claim of title of such articles by any other person, firm, corporation, or association, and providing a penalty of \$50 fine for violation.

2. Requiring the keeper, owner, proprietor or any person in charge of any storage house, warehouse, second hand

store, or pawnshop to keep a record of places to which any pianos, phonographs, furniture, or other goods or chattels of any person are removed and to disclose the same to anyone claiming title thereto, and providing a penalty of \$50 fine for failure, neglect, or refusal to do so.

These bills, said Mr. Wallace, had been offered to compel some warehousemen—not members of the Pennsylvania association—to help the installment houses locate goods that have been leased and moved and sometimes stored without their consent.

Mr. Wallace called attention to the decision handed down by the Federal Supreme Court, in January, in the case of the Michigan Public Utilities Commission and others against the Duke Cartage Co. (See page 36 of February issue of *Distribution & Warehousing*.)

"As our fellow member, James F. Keenan, has for some years past advised," said Mr. Wallace, commenting on the decision, "it is most important that the warehousemen state in their circulars and contracts that they act as private carriers and reserve the right to choose the persons to whom they shall render service."

Joseph P. Carson, for the transportation committee, reported that the committee had investigated a number of cases during the year, principally along the lines of packing when for carload shipment, which, it was hoped, would lead to a better understanding among the railroads, agents, clerks and warehousemen, as well as others who pack household goods for rail shipment. He said the committee had been working on the proposition at the same time that the traffic committee of the National Furniture Warehousemen's Association was making a nation-wide investigation of the same subject through the American Railway Association. Reports, he said, showed that similar ideas and conditions exist all over the United States—namely, that household furniture, when loaded as a carload, can be accepted with practically no boxing, crating, or even wrapping. Contemplated wording in the description, in conjunction with packing requirements, he said, might eliminate much of the misunderstanding.

Although motor truck transportation by rail had been extended to a great many points, Mr. Carson said, it was not the belief of the committee that this plan had been fostered with the idea of competing with the trucking companies, but rather to relieve the operating department at terminals where congestion was greatest, and for economy, the committee understanding that some local freight can be moved more economically by truck than by rail.

Walter E. Sweeting submitted the report on uniform methods. After expressing the belief that the hourly rate some day would be generally adopted in Philadelphia, he referred to the order form to safeguard against lawsuits in case of serious loss and said he believed the hesitancy to adopt the new form in Philadelphia was owing to local warehousemen not seeing the necessity for it. He told how other cities, such as New

York, had to pay heavy storage for goods stored without contract, and he urged that local warehousemen adopt a standard form for all contracts.

William R. Wood, president of the New York Furniture Warehousemen's Association, described the uniform standard forms in use among the members of his association, saying that 90 per cent of the members used them today.

Insurance

In submitting the report for the insurance committee Frederic E. Aaron said the committee had studied many forms of transit policies, mentioning some of them and a number of advantages claimed for them. Following Mr. Aaron's report F. B. Cramer, representative of Cass & Johansing, Los Angeles insurance brokers, in charge of their multiple line storage and transit policy arranged for and approved by the National Furniture Warehousemen's Association, described and explained the policy, which is the same as that offered at the National's convention at Augusta. Mr. Cramer expressed his thanks for the cooperation extended to him and his company. The policy can be written for no warehouse that is not a member of the N. F. W. A.

F. L. Harner, for the committee on labor, reported that labor had been quiet during the past year and that there had been no substantial changes in wages.

Reporting for the cost accounting committee George A. Emig told how the N. F. W. A. had completed an efficient system of cost accounting, saying the Pennsylvania association had gone on record as favoring the system evolved by the National. The report urged the need of adopting accurate records in every department—storage, moving and packing—adding that two Philadelphia firms already had installed the N. F. W. A. system. The report concluded by urging the members to give thought to the important matter of knowing costs accurately. The new P. F. W. A. president, Mr. Aaron, widely known in Philadelphia and New York and called "the Deacon of the Warehousemen" by his colleagues, made a few brief remarks when called on, assuring the members of his hearty cooperation in their aims and endeavors.

The other officers followed suit and the meeting was then adjourned for the social part of the program in the Chelsea Room of the hotel.

—K. H. Lansing.

Southern Warehousemen's Association

Reorganization Plans

REPRESENTATIVES of merchandise and household goods storage companies in twenty-one cities from Virginia to Louisiana and from Kentucky and Tennessee to Florida assembled in a parlor of the Bon Air Vanderbilt Hotel in Augusta, Ga., on

Jan. 21 at the call of the Southern Warehousemen's Association and laid plans for reorganizing the body on a broader scale. They were in Augusta in connection with the semi-annual convention of the National Furniture Warehousemen's Association, and the Southern association's officers—E. M. Bond, president, and D. R. Benedict, secretary—took the occasion to call together all of the men and women storage executives of the South who attended as N. F. W. A. delegates, regardless of whether they are members of the Southern association.

Sectional Body Needed

After speeches and discussion covering several hours it was the consensus of the Southerners that the South needs a strong trade association and it was voted to put new life into the Southern Warehousemen's Association, which has been functioning, since it was formed in 1923, somewhat spasmodically because of lack of that character of support which warehousemen have been giving to their trade bodies in other sections of the country.

The men and women who attended the Augusta meeting assured Mr. Bond and Mr. Benedict that they would cooperate in building the Southern—by backing the officers, by paying annual dues, by attending conventions, and in other ways.

The past effort to have the association hold monthly meetings in the various Southern cities was abandoned. Instead, the Southerners will hold three meetings each year—one an annual affair, to take place in the spring, and the other two in connection with national conventions.

The next annual meeting will be held on April 20 and 21 at Atlanta, selected as a centrally located Southern city. When the N. F. W. A. assembles at Mackinac Island, Mich., in July the Southern association's members who attend will have a gathering of their own to consider the South's warehousing problems. When the American Warehousemen's Association holds its annual convention next December the Southern's members will meet again. The Southerners plan to hold meetings every year in connection with the summer convention of the National and the annual meeting of the American, and will hold their own annual convention beginning on the third Monday of April.

In the states represented at the Augusta meeting—Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and West Virginia—the Southern Warehousemen's Association has a strong membership nucleus. There are 37 companies which are members of the N. F. W. A., 35 others which belong to the A. W. A., and 19 others which are identified with both of the national organizations. Four others are members of the Southern Warehousemen's Association without belonging to either the American or the National, and 4 others belong to the Alabama Transfer & Warehousemen's Association

without being connected with the National, American or Southern. In addition, there are approximately 125 merchandise and household goods storage companies which are not identified with any of the trade organizations.

Thus in the eleven states the Southern has a potential membership of more than 200 companies engaged in the furniture and merchandise branches of the industry.

Mr. Bond, who is president of the E. M. Bond Fireproof Storage Co., Nashville, Tenn., presided at the Augusta meeting, and Mr. Benedict, manager of the Knoxville Fireproof Storage Co., Knoxville, was secretary. Talks were made by various members, prospective members and others including Mrs. M. L. Brandon, owner Brandon Transfer & Storage Co., West Palm Beach; T. F. Cathcart, president Cathcart Van & Storage Co., Atlanta; George Delcher, president Delcher Bros. Storage Co., Inc., Jacksonville; Mrs. F. G. Crabtree, Crabtree Transfer & Storage Co., Inc., Chattanooga; William Gallagher, president Gallagher Transfer & Storage Co., Inc., New Orleans; James H. Hollingsworth, owner Hollingsworth Warehouse, Augusta; Frank R. Palmateer, president Fidelity Fireproof Storage, Los Angeles, representing the Pacific Coast Furniture Warehousemen's Association; W. Fred Richardson, president W. Fred Richardson Security Storage Co., Inc., Richmond; J. P. Ricks, owner Ricks Storage & Distributing Co., Jackson, Miss.; C. G. Smith, president Union Storage & Warehouse Co., Charlotte, N. C.; J. M. Walker, president O. K. Storage & Transfer Co., Memphis, New Orleans and Louisville; W. D. Wilkinson, president Carolina Transfer & Storage Co., Charlotte, N. C., and Kent B. Stiles, editor *Distribution & Warehousing*, New York.

The twenty-one cities represented at the Augusta meeting are, Atlanta, Asheville, N. C., Augusta, Birmingham, Charleston, W. Va., Charlotte, N. C., Chattanooga, Jackson, Miss., Jacksonville, Knoxville, Louisville, Memphis, Montgomery, Nashville, New Orleans, Raleigh, N. C., Richmond, Va., Savannah, Shreveport, La., Tampa and West Palm Beach, Fla.

Discussion brought out that one of the purposes of effecting a strong Southern body is the formulating of a rate guide, and that Henry Reimers, executive secretary of the N. F. W. A., will travel in Southern cities to promote the growth of both the Southern and the National.

—K. B. S.

Wisconsin Warehousemen's Association

O. W. Kreutzer, President

THE annual meeting of the Wisconsin Warehousemen's Association was held at the Blatz Hotel in Milwaukee on

Jan. 9 and officers for the new year were elected as follows:

President, O. W. Kreutzer, secretary United Fire Proof Warehouse Co., Milwaukee.

Vice-presidents, Sam C. Eisendrath, secretary Lincoln Fireproof Warehouse Co., Milwaukee; H. G. Rummel, secretary Milwaukee Cold Storage Co., Milwaukee; Walter A. Moore, president Boulevard Fireproof Storage, Inc., Milwaukee.

Secretary, Guido G. Hansen, president Hansen Storage Co., Milwaukee.

Treasurer, Andrew Matson, proprietor Racine Storage & Transfer Co., Racine.

The convention, attended by about twenty representatives of Wisconsin's warehouse companies, discussed the need of a law similar to that under which the industry operates in Minnesota, and it was decided to invite George Hamley, president of the Colonial Warehouse Co., Minneapolis, to address the Wisconsin executives regarding the working of the Minnesota law. Mr. Hamley subsequently accepted the invitation.

Toronto Cartage & Warehousemen's Association

Yearly Convention

THE ninth annual meeting of the Toronto Cartage & Warehousemen's Association was held in the Canadian city on Jan. 13, and officers were reelected as follows:

President, J. R. Jefferies, Active Cartage.

Vice-president, J. H. Warren, vice-president, M. Rawlinson, Ltd.

Secretary, George E. Pattison, Pattison company.

An executive committee was chosen, comprising the three officers and W. J. Pickard, president, and W. Pickard, vice-president, of W. J. Pickard, Ltd.; Charles McMillan, president, McMillan & Co., Ltd., Cartage & Storage; F. A. Magee, secretary, City Storage, Ltd.; R. A. Abraham, Mounce Co., Ltd., and P. G. Heyward, Heyward's Cartage Co.

President Jefferies in his report touched on rates, legislation, liens and warehouse receipts. The secretary's report by Mr. Pattison showed the association to have thirty-three active and three associate members. It was voted to hold the annual picnic on July 18.

George Heads 20th Century

At a recent meeting of the board of the directors of the 20th Century Storage Warehouse Co., Philadelphia, Arthur T. George, vice-president, was elected president and secretary. As president he succeeds George H. Borst, who was made chairman of the board. William H. Protzman, formerly secretary and treasurer, was elected vice-president and treasurer.

GROSS PRESIDENT OF CANADIAN ASSOCIATION

THE Canadian Storage & Transfermen's Association held its seventh annual meeting at the Hotel Vancouver, Vancouver, British Columbia, on Jan. 15-17 and elected officers as follows:

President, F. D. Gross, president Campbell's Security Fireproof Storage & Moving Co., Ltd., Vancouver.

First vice-president, George S. Peacock, secretary Regina Cold Storage & Forwarding Co., Ltd., Regina, Saskatchewan.

Second vice-president, George H. Chadwick, Winnipeg, Manitoba.

Treasurer, J. O. MacCallum, manager Saskatoon Cartage & Warehouse Co., Saskatoon, Saskatchewan.

Secretary, E. A. Quigley, Vancouver.

Directors representing the various Provinces were chosen as follows:

Alberta—Charles W. Leonard, president Western Transfer & Storage, Ltd., Edmonton, and W. R. J. Oneil, Calgary.

British Columbia—W. Dalton, secretary Campbell's Security Fireproof Storage & Moving Co., Ltd., Vancouver, and Fred Crone, president Crone Storage Co., Vancouver.

Manitoba—P. G. Denison, Winnipeg, and I. M. Winslow, president Security Storage & Warehouse Co., Ltd., Winnipeg.

Ontario—J. H. Warren, vice-president M. Rawlinson, Ltd., Toronto, and C. F. B. Tippet, president Howell Warehouses, Ltd., Toronto.

Quebec—J. B. Baillargeon, president J. B. Baillargeon Express, Ltd., Montreal, and Edward Quinn, Montreal.

Saskatchewan—H. France, Moose Jaw, and H. A. Knight, president Regina Cartage Co., Ltd., Regina.

Among the seventy-five delegates from Canada, the United States and Great Britain was E. Ames, managing director of the Gaze Kane Co., Ltd., officially representing the Furniture Warehousemen and Removers' Association, England.

Green a Federal Advisor

A. L. Green, special representative of the American Railway Association and who has cooperated with the National Furniture Warehousemen's Association and the American Warehousemen's Association in campaigns to stimulate better packing of household goods for rail shipment, has been appointed a member of the domestic packing advisory board of the Transportation Division of the United States Department of Commerce. Mr. Green has been a familiar figure at warehousing conventions during the past few years.

New San Diego Company

The McClintock Storage & Warehouse Co. has been organized at San Diego, Cal., and is constructing the first unit of its planned \$300,000 fireproof warehouse and brokerage building on Kettner

Boulevard and B Street. The first unit, of reinforced concrete, will be 100 by 100 feet, six stories and basement, and will cost \$150,000. The second unit will duplicate the first.

The new company has absorbed the Prudential Storage & Moving Co. of San Diego and is headed by H. R. McClintock as president. S. S. Porter is vice-president, C. C. Temple is secretary-treasurer, and C. C. Hiatt, who was the Prudential's manager, is operating manager of the new company.

Half the ground floor of the new warehouse will be devoted to office space and the balance to packing, receiving, shipping and handling. Dealers and brokers engaged in jobbing will have offices on the second floor. The other floors will be devoted to storage.

Texas Cuts Warehouse Force

Twenty-one employees of the Texas Markets and Warehouse Department have been dismissed as the first step toward a general reorganization which is in line with the administration's announced policy of retrenchment and economy. In mentioning the decrease in the personnel, W. D. Cowan, Commissioner in charge, said:

"We believe that the policy adopted will enable the department to turn back to the State treasury, for the last six months of our fiscal year, approximately \$15,000. Cuts of the personnel in the various divisions and consolidations of duties, where deemed advisable, have been made with both efficiency and economy in mind; and, after having carefully gone over the situation from every angle, I am convinced that the public will receive as good service as heretofore and that no divisions of the work will be allowed to suffer."

Bekins Co. Builds in Fresno

The Bekins Van & Storage Co., Fresno, Cal., has begun construction of a seven-story steel reinforced concrete fireproof depository, 200 feet by 150 feet, at Monterey Street and Van Ness Avenue, to cost approximately \$125,000.

The front of the first floor will accommodate the company's offices and the rear will be equipped for loading and unloading trucks. The six upper floors will be used for storage.

"Advices from our Eastern shipping offices," according to Floyd R. Bekins, Fresno manager for the company, which has warehouses in various Pacific Coast cities, "are to the effect that there is a decided increase in inquiries about California, and we expect a heavier westward movement of settlers to add to the increasing California business."

Pioneer Company Builds

The Pioneer Warehouse Co., San Diego, Cal., has completed a \$175,000 addition containing 65,000 square feet of floor space. The structure is of concrete and steel with brick facing and is tapped by railroad spur tracks.

COAST BODY ELECTS

A. J. GATTER PRESIDENT

ARTHUR J. GATTER, warehouse and storage manager of the Birch-Smith Furniture Co., Los Angeles, was elected president of the Pacific Coast Furniture Warehousemen's Association at the organization's annual convention held at the Saint Catherine Hotel at Avalon, Catalina Island, Cal., Feb. 19-21. About 100 members attended. Mr. Gatter succeeds W. G. Dickinson, president of the Lambert Transfer & Storage Co., Seattle.

Harvey B. Lyon, secretary of the Lyon Fireproof Warehouses, Oakland, was chosen first vice-president; Henry M. Burgeson, secretary of the Wilshire Fireproof Storage Co., Los Angeles, second vice-president; and Raymond A. Chapin, president of the Portland Van & Storage Co., Inc., Portland, third vice-president.

F. M. Brock of the Brock Van & Storage Co., Los Angeles, was elected secretary, defeating Rodney S. Sprigg, manager of the Premier Fireproof Storage Co., Los Angeles, by a large majority. Grant Orth, owner of the Orth Van & Storage, Pasadena, Cal., who has been treasurer for a number of years, was re-elected to that office.

The convention was devoted largely to such subjects as methods of operation, advertising and publicity, legislation, cost accounting, insurance, reciprocal relations and technical discussions of truck operation. More than forty papers were presented. A minstrel show and banquet and a golf tournament furnished the entertainment.

(Note: The foregoing was received by telegraph by *Distribution & Warehousing* from its Pacific Coast correspondent, H. H. Dunn, of Berkeley. A more detailed report from Mr. Dunn will appear in the April issue.—Ed.)

Kansas City License Act

The city council of Kansas City has enacted an ordinance providing licensing of all persons, firms and corporations engaged in the moving and transfer business. Each is required to register, and to show name and address on every wagon or truck. For furniture and miscellaneous moving a six-months' license is necessary.

The Kansas City Furniture Movers' Association, which sponsored the ordinance, has promised cooperation to the city officials in the enforcement of the law and probably will have a man in the field checking licensed and non-licensed vehicles.

Kansas City Business Good

The first two months of 1925 were the best, from the standpoint of volume of distribution through warehouses, in the history of some of Kansas City's commercial storage plants, according to statements made by several of the company's executives, and inquiries toward the end of February indicated continued good business.

Autocar truck hauls two to five rooms of furniture without stopping to pack or unpack it.



Bekins Van & Storage Co., San Francisco, operate this Autocar in novel lift van service

The illustration shows one of these demountable waterproof van bodies (average measurements 7' x 8' x 14') being lifted from a railroad flat car to an Autocar equipped with a special flat body.

These vans are loaded with furniture at a warehouse or private home. The Autocar hauls them, one at a time, to the freight yard where a crane transfers them to flat cars, two or three vans to a car.

At the shipping destination the lift van is unloaded onto another truck and delivered directly to the consignee.

This system of hauling furniture

releases the Autocar for full time hauling. The truck is not held idle while furniture is being packed or unpacked. These van bodies may be exchanged with other companies so that goods can be shipped to any part of the world at a minimum risk.

A Testimonial

Mr. Reed J. Bekins recently wrote the Autocar Direct Factory Branch in San Francisco as follows:

"We are extremely well pleased with the performance of our Autocar truck, especially the distinctive feature of its being able to turn in a very short radius and to get in and out of tight places with these large lift vans."

"We wish to advise also that your Service Department has been right on the job to check up and see that we have been getting satisfactory service."

The Autocar Company, Ardmore, Pa.

ESTABLISHED 1897

Direct Factory "Autocar Sales and Service" Branches or Affiliated Representatives in

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*Allentown
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*Boston
*Bronx

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*Camden
*Chester
*Chicago
*Cleveland
*Columbus
*Dallas
*Denver

*Detroit
*Erie
*Fall River
*Fresno
*Harrisburg
*Indianapolis
*Jersey City
*Lancaster
*Lawrence

*Los Angeles
*Memphis
*Miami
*Newark
*New Bedford
*New Haven
*New York
*Norfolk
*Oakland

*Orlando
*Paterson
*Philadelphia
*Pittsburgh
*Providence
*Reading
*Richmond
*Sacramento
*San Diego

*San Francisco
*San Jose
*Schenectady
*Scranton
*Shamokin
*Springfield
*St. Louis
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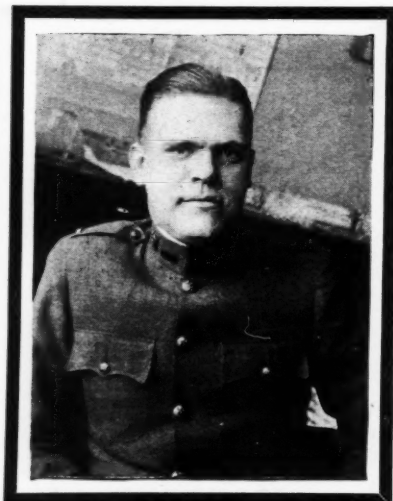
G. F. SHEPHARD, WAR-TIME ARMY STORAGE MAN, DIES

GEORGE F. SHEPHARD, a New York merchandise warehouseman who was Port Storage Officer for the Port of New York during the World War and who in that position handled millions of dollars' worth of supplies and foodstuffs from the Brooklyn Army Base destined overseas to Europe for the American Expeditionary Force, died suddenly on Dec. 4 after an illness of a few days. He would have been thirty-four years old on Dec. 12.

Mr. Shephard was president of the Shephard Warehouses, Inc., which he established in 1920, and which was incorporated three years later, and was a member of the Warehousemen's Association of the Port of New York.

For ten years, during which his father, the late George H. Shephard, was iden-

George F. Shephard



Mr. Shephard was Brooklyn Army Base Port Storage Officer during the war

tified with the Pioneer Fireproof Storage Warehouses, Brooklyn, George F. Shephard was with the Pioneer, and he became the company's general manager upon the father's death in July of 1916.

In July of 1918 Mr. Shephard was sent for by the Navy Department and asked to take charge of the consolidation of all of that Department's scattered offices into the new buildings at Potomac Park, Washington, D. C. He agreed to do this without surrendering his position with the Pioneer company in Brooklyn, and the Washington work was said to be the largest single moving job ever handled in the United States. This activity occupied from July to October and was carried through successfully.

Army Service

During the course of this work Mr. Shephard made his decision to resign from the Pioneer company and enter war service. In November of 1918 he was commissioned second lieutenant in

the United States Army and because of his warehousing and moving experience was assigned as Port Storage Officer of the Port of New York.

In 1919 the Government requested his services in Washington and he was sent there to handle the movement of the Army Department into its Potomac Park quarters—a job comparable in size with his earlier work for the Navy Department. During the same year he again went to Washington and moved the War Risk Insurance Bureau.

Late in 1919 and early in 1920 Mr. Shephard wrote a number of articles, for *Distribution & Warehousing* and other magazines, containing valuable information regarding wartime storage developments at the Brooklyn Army Base and in Washington.

In February of 1920 Mr. Shephard returned to civil life and after a lapse of several months organized the Shephard Warehouses, Inc. He fought the game when the merchandise storage business was at relatively low ebb and had just begun to get the better of things when he was taken ill. At the time of his death a big job which he was supervising—the moving of the Equitable Life Assurance Society to its new building in Seventh Avenue—was about 75 per cent completed.

G. B. Crossett Dies

George B. Crossett, a pioneer moving van man of the Oranges, New Jersey, died recently at his home in East Orange, aged sixty years.

Sage Co. to Handle Wool

A bonded warehouse for Pueblo, Colo., seems assured with the recent purchase by the Sage Transfer & Storage Co. of another building—formerly a factory occupied by the Colorado Bedding Co. The new home of the warehouse company gives it 8000 more square feet of floor space than was available in its old quarters. The building consists of three floors and basement 132 by 60 feet, with an ell 40 by 50 feet. It is of open mill construction and is sprinkler-equipped throughout.

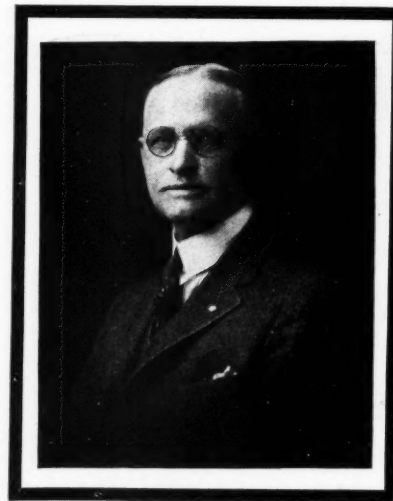
There is an especial need of a bonded warehouse in Pueblo to handle wool. Approximately 7,000,000 pounds is produced in Colorado annually, and approximately 5,000,000 of this passes through Pueblo en route to eastern markets. A large proportion of the 16,000,000 pounds of wool that Utah raises and the 7,000,000 pounds that Nevada clips pass through Pueblo. Much of this wool would be held in bond in Pueblo if there was some place to store it and receive the warehouse receipts given by bonded warehouses. As it is, most of the wool that is stored for higher prices is held at Kansas City or Chicago. There has been a demand for a bonded warehouse in Pueblo to handle the commodity, and the Sage company apparently will fill the need. N. W. Duke, president, says the firm probably will install wool-scouring equipment later.

F. C. KING OF SYRACUSE DIES AFTER OPERATION

FRED CURTIS KING, president of the King Storage Warehouse, Inc., Syracuse, N. Y., and widely known in the public storage business, died in the Syracuse General Hospital on Jan. 10, a few days after he had been operated on for appendicitis. Mr. King was a member of the American, National, New York State, Central New York and Canadian warehousing association and was a familiar figure at the industry's conventions. The New York Furniture Warehousemen's Association at its January meeting in New York City voted to send a resolution of sympathy to the family.

Born in Lafayette, N. Y., fifty-nine years ago, Mr. King was educated in the schools there and went to Syracuse in 1888 as manager of the Farmers' Exchange. In 1897 he started in the ware-

Fred Curtis King



Mr. King was president of the King Storage Warehouses, Inc.

house business as an individual, specializing in the storage and transfer of farm implements. This line of business in time gave way to the larger and more important one of the storage and distribution of merchandise and food products, and the storage and handling of household goods developed naturally.

Some time after organizing Mr. King took into partnership two of his sons—Ray M. King, now the company's treasurer, who is president of the New York State Warehousemen's Association, and Earl S. King, now superintendent. In 1919 the company was incorporated.

Mr. King was the inventor of the King steel shipping case and organized the company which markets the product.

The deceased was a Mason and a member of the local Chamber of Commerce and was identified with other fraternal and civic bodies and was interested in philanthropic work. He is survived by his wife, Carrie; three sons, Ray M., Earl S. and Fred C.; two brothers, two sisters and four grandchildren.

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HELEN E. SMITH IS NOW MERCER CO. TREASURER

HELEN E. SMITH, who was executive secretary of the former L. T. Crutcher Warehouse Co. of Kansas City, became treasurer of the Mercer Transfer & Storage Co., Burlington, Iowa, on Feb. 1.

Miss Smith has had fourteen years of experience in the public storage warehouse business. As an official of the Crutcher company she frequently attended various warehousing conventions as a representative of that firm. She was prominent as a worker in Kansas City's Women's Chamber of Commerce.

Helen E. Smith



Returns to public warehouse industry as treasurer of Mercer Transfer & Storage Co., Burlington, Iowa

In her new position Miss Smith returns to her former home. She is the daughter of the late Frank Smith, once assistant general manager and superintendent of Burlington's street railway properties.

In announcing the retaining of Miss Smith as his company's treasurer, G. W. Mercer, president, made known that he is planning to erect a new warehouse.

Columbus Company Expands

The Merchandise Storage Company of Columbus, Ohio, has taken over a warehouse at Vine Street and Fair Alley at a gross rental of \$1,167,000 for 99 years. Option to purchase for \$250,000 after April 1, 1944, is included in the terms.

Would Amend Ohio Law

A determined effort will be made at the present session of the Ohio Legislature to amend the Freeman-Collister law, as it affects the operation of motor trucks for hire, in such a way as to relieve the trucking industry from the heavy and discriminatory license fees which are required under that law. The Legislature convened on Jan. 12 for its bi-annual session and already the program to be followed to make the required changes in the law has been formed.

The Ohio Association of Commercial Haulers, together with other trade associations, are backing the legislative program. Owing to a recent decision of the Ohio Supreme Court, which upheld the constitutionality of the law as it referred to the method of calculating horsepower rating, it is necessary to have a number of changes written into the law to make it acceptable to the motor truck and haulage industry.

E. J. Stover, secretary of the Ohio Automotive Trade Association and allied organizations, has been selected to head the legislative committee to fight for changes in the law.

New Los Angeles Company

In the new metropolitan warehouse and industrial district of Los Angeles a modern storage plant is being erected for the Western Warehouse & Transfer Co. Investment in building, lands and equipment involves about \$150,000. The warehouse will be 110 by 225 feet, on Anderson Street north of East Fourth Street, and the company has taken an option on adjoining property with a view to building thereon subsequently. The warehouse now under way will be used largely for storage of flour and food.

The company hopes to occupy the building about May 15. Recently organized, the Western is headed by George F. Schneider as president. W. J. Maxey is vice-president, Judge Dana R. Weller is secretary and R. T. Smith is treasurer. The company is capitalized for \$125,000.

B. L. Burke Again Honored

B. L. Burke, president of the Rock Island Transfer & Storage Co., Rock Island, Ill., has been re-elected president of the local Chamber of Commerce.

Honolulu Company Incorporates

The City Transfer Co., of Honolulu, Hawaii, has been granted articles of association under which it becomes the City Transfer Co., Ltd., authorized to carry on an expressage, haulage, storage and packing business at 80 South King Street. Capital stock consists of \$20,000, with the privilege of extending the amount to a sum not exceeding \$100,000.

H. J. Ancill, a partner in the former firm, has been elected president, and D. M. Moncrief, another partner, secretary-treasurer. Mayme Nelson is vice-president and H. K. Ashford is auditor.

John Becker Incorporates

John Becker, who has been operating as a household goods warehouseman as an individual in Cleveland since 1914, has organized the John Becker Moving & Storage Co., which has been chartered with an authorized capital of \$15,000 to operate and maintain warehouses for storage and do a general transfer business. The incorporators are Mr. Becker, and Elmer P., Emilie M., Barbara A. and Hulda C. Becker. Mr. Becker is a member of the National Furniture Warehousemen's Association and the Cleveland Furniture Warehousemen's Association.

HOUSTON CO. PLANS A \$3,100,000 WAREHOUSE

PLANS are being drawn by a New York firm of architects for a \$3,100,000 warehouse structure which the Houston Terminal Warehouse Co., Houston, Tex., plans to erect on the site of the Missouri-Kansas-Texas Railroad Co. The building will have 730,000 square feet of floor space and is expected to be completed by next January.

The structure will be in two units, seven stories in height, and will be of concrete and brick reinforced with steel. It will contain 1,000,000 cubic feet of refrigeration space for handling vegetables, grape fruit and other perishable products.

The south side of the building will be occupied by the railroad for handling inbound and outbound freight and the railroad will have offices on the second floor. The railroad company has taken a section of the stock, which aggregates \$600,000 worth of preferred, \$300,000 worth of common, and \$1,750,000 worth of serial bonds bearing 6½ per cent interest.

Trucking space around the building will accommodate 100 vehicles at a time. Through the main section will extend a series of five tracks for the loading and unloading of 75 cars at one time. It is stated that additional ground has been obtained to the west of the site for other buildings as may be needed. The present properties of the railroad are to be taken over through a 99-year lease, with the railroad by agreement using part of the building.

Obituary

Solomon Fehheimer, secretary of the Lincoln Warehouse & Van Co., Chicago, died on Dec. 17, 1924. He had been with the Lincoln company for eleven years and was a brother of Frederick Fehheimer, a former member of the firm.

J. H. Schiller, secretary of Herder's Fire-Proof Storage & Van Co., Chicago, died recently.

Mrs. Margaret Blyler Powell, wife of Joseph W. Powell, Jr., president of the Cold Spring Storage Co., Inc., Buffalo, died on Jan. 10, aged thirty-five years.

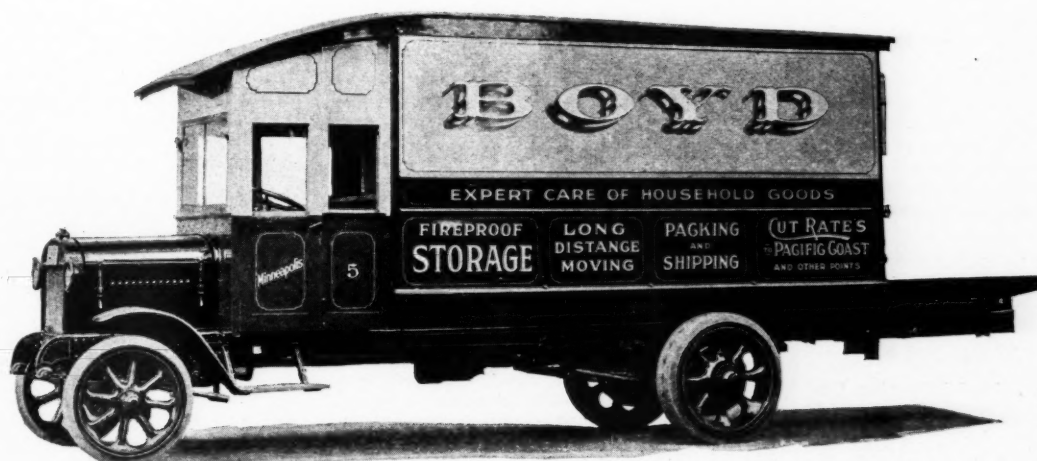
Bart Finn, proprietor of the North Denver Transfer & Storage Co., Denver, was found dead in the company's barn on Feb. 19. He was 60 years old.

White Truck Price Lower

Price reductions ranging from \$250 to \$300 were announced on the light duty models of the White Motor Co., Cleveland, effective Feb. 1. The two ¾-ton and the two 2-ton trucks are the ones affected, the reductions being attributed to factory expansion and improvement in manufacturing methods.

R. V. Weicker a Bank Director

Robert V. Weicker, president of the Weicker Transfer & Storage Co., Denver, has been elected a member of the board of directors of the Bank of Commerce of that city.



No Ordinary Name

Transportation buyers of America have long since discovered the value of a good name behind the trucks they buy.

GMC is such a name. This name, first of all, identifies features of truck design that save operating costs—features that absolutely enable a GMC to do better work, longer.

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NEW INCORPORATIONS WITHIN THE INDUSTRY

Brockway Brothers Co., Toledo, Ohio. Capital, \$10,000. To do a general transfer business. Incorporators, Sigmund Sanger, Roy S. Brockway, Helen Lippold and Luella M. Knecht.

C. D. & A. Transit Co., Cleveland. Authorized capital, \$10,000. To transport freight by motor vehicles between Cleveland and Akron and Detroit. Incorporators, B. Edwards, D. W. Morgan, E. A. Hodges, A. P. McNeal and William E. Parker.

Francis Cartage Co., Cleveland. Authorized capital of 25 shares, no par value. To operate warehousing and hauling business. Incorporators, R. H. Fulton, Frank G. Mooney, L. L. Nichols, L. R. Davis and O. E. Shaw.

Manufacturers Storage Co., Canton, Ohio. Authorized capital, \$2,500. Incorporators, Celsus Pomerene, Thomas M. Miller, Clara Hermann, Mary Blackburn and Bertha E. Wang.

William Friderick Moving Co., Cleveland. Authorized capital, \$10,000. Incorporators, William H. William, Pauline E. Sophia and S. J. Friderick.

William Keinat Piano & Furniture Moving Co., Cincinnati. Capital, \$10,000. Incorporators, Joseph L. Adams, Edwin G. Becker, F. W. Richt, L. J. Siegler and Arthur H. Fix.

Youngstown Cold Storage Co., Youngstown, Pa. Capital stock, \$1,000,000. Directors, W. L. Bascom, Charles Morhle and G. F. Hammond.

Bay State Truck Rules

New rules and regulations affecting transportation of personal property by motor vehicle over the highways of Massachusetts, except those under the control of the Metropolitan District Commission of Boston, became effective Jan. 1.

They demand marking and certifying of every motor vehicle engaged in the carrying of personal property. The owner's name must be clearly marked on either side of the vehicle, and the vehicle must have its weight without load in pounds and its registered carrying capacity in tons of 2000 pounds plainly marked on each side of the body in letters and figures not less than three-fourths of an inch in height.

The operator must carry a certificate of the weight of the vehicle, signed by a sworn weigher, which shall upon request be open for inspection of any police inspector.

A bill of lading must be carried by any operator carrying personal property beyond the limits of any city or town, excepting operators licensed as hawkers or pedlars.

Loads are limited on certain highways, particularly in the Cape Counties. Also the carrying capacity shall not exceed the capacity for which such vehicle is registered. The speed is regulated in accordance with the carrying capacity of the vehicle. If the capacity is more

than two tons, the vehicle shall not exceed 15 miles an hour, or 20 miles per hour if less than two tons.

Daniel Again Honored

C. C. Daniel, president of the Central Storage Co., Kansas City, has been reelected president of Kansas City's Central Industrial District Association, which he helped organize about a year ago.

NEW WAREHOUSE WILL HOLD 3,800 MOTOR CARS

THE La Salle Storage Co., Chicago, has begun construction of an automobile warehouse which the company's officers say will be the largest exclusive building of its kind in the United States. The new storage plant is being erected at La Salle and Twenty-fifth Streets, three blocks from the company's present automobile warehouse on La Salle Street.

According to I. Slavin, general manager of the company, the new warehouse will add 240,000 square feet to the organization's automobile storage room and provide sufficient space for the housing of 3800 motor vehicles.

The present building can handle a maximum of 3000 cars, says Mr. Slavin, so that by April 1, when the new structure is expected to be ready for occupancy, it is estimated that the company will be prepared to shelter a total of 6800 motor vehicles in the two warehouses.

One of the outstanding conveniences in connection with the new plant will be a seven-car free railroad switch which will eliminate the necessity of leaving motor cars out in the weather during transfer from railroad cars to the warehouse. The building is to be of the mill-sprinklered type, with access to its four floors obtained by use of large especially constructed elevators.

The company feels that the construction of the new warehouse, exclusively for accommodation of the automobile trade, will give Chicago additional facility for housing motor vehicle stocks of local dealers.

Turner Retains Slogan

The offer by the Turner Moving & Storage Co., Denver, of \$100 for a more acceptable slogan than the company's present one—"The World Moves, So Does Turner"—came to naught. The prize has been divided between two contestants, each of whom advised "Keep your old slogan," and that is what the company has decided to do. Thousands of suggestions were received from Denver's public.

Change of Name

The Fisher Terminal Warehouse Company is the new name of the firm which was known as the Fisher Warehouse, operated by the Baden Investment Co., Salt Lake City, Utah.

CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

Brock Van & Storage Co. is the new name of the California Fireproof Storage Co., Los Angeles and Glendale, Cal. The company is preparing plans for a new warehouse.

Central Transfer & Storage Co., Dallas, Tex., has taken over under lease a \$40,000 three-story brick warehouse at 2639 Elm Street.

City Transfer Co., Inc., Tampa, Fla., is considering building a three-story fireproof warehouse to cost \$150,000.

Donelson Storage & Transfer Co., Jamestown, N. Y., is building an \$800,000 warehouse.

Hueneme Wharf & Warehouse Co., Oxnard, Cal., is constructing a \$6,000 citrus packing warehouse, 28 by 261 feet.

Henry L. Kincaide & Co., Quincy, Mass., plans to build a \$30,000 warehouse, two stories high, 122 by 100 feet, in the rear of their present structure at 1495 Hancock Street.

Merchants Cold Storage Co., Charlotte, N. C., is planning to build a \$100,000 cold storage plant at East Third and College Streets.

Montecito Van & Storage Co., Santa Barbara, Cal., is building a concrete reinforced steel construction warehouse adjoining its present plant at 25 East Mason Street, which will more than double the company's storage capacity.

National Cold Storage Co., New York City, has purchased the New Jersey Refrigerating Co., Jersey City, N. J.

O. K. Storage & Transfer Co., Memphis, Tenn., and New Orleans, opened a household goods warehouse in Louisville, Ky., on Feb. 1 and is planning to begin business in Little Rock, Ark.

Pacific Transfer & Storage Co., Silverton, Ore., has changed the name of its Portland truck line from Pacific Transfer Truck Line to Silverton-Portland Truck Line.

Palo Alto Transfer & Storage Co., Palo Alto, Cal., is erecting a \$45,000 reinforced concrete fireproof warehouse, with a floor space about 75 by 40 feet, at High Street and Homer Avenue. This structure will stand four stories high, with basement.

Security Warehouse & Cold Storage Co., San Jose, Cal., is building a three-story reinforced concrete automobile and household goods storage plant on the Southern Pacific right of way between Second and Third Streets, and is meanwhile installing a new egg cold storage plant in its North First Street building.

South Florida Cold Storage & Ice Co. is planning to build a \$1,000,000 cold storage and ice plant, 590 by 150 feet, at Hialeah, Fla., and is erecting a \$1,000,000 refrigerating and cold storage building at Miami, Fla.

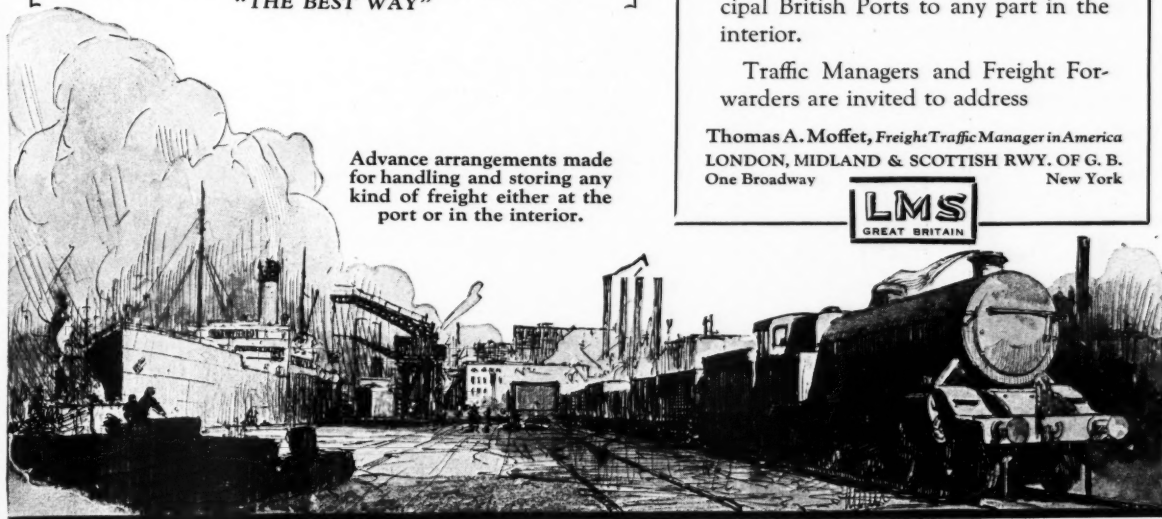
Trans-Continental Freight Co., with a chain of offices across the country, has opened a St. Louis office at 936-937 New Planters Building, with H. E. Jacobs as manager.

Washington State Poultry and Egg Association is building a \$10,000 water-front warehouse at Anderson, Wash.

By **LMS** to your customer's door in Britain

[LONDON, MIDLAND & SCOTTISH RAILWAY OF GREAT BRITAIN]
"THE BEST WAY"

Advance arrangements made
for handling and storing any
kind of freight either at the
port or in the interior.



Shippers to Britain

can now obtain from the newly-established L. M. S. Freight Offices in America the cost of delivering, storing or distributing their merchandise in Great Britain.

The New York Office will be pleased to quote rates from most of the principal British Ports to any part in the interior.

Traffic Managers and Freight Forwarders are invited to address

Thomas A. Moffet, Freight Traffic Manager in America
LONDON, MIDLAND & SCOTTISH R.W.Y. OF G. B.
One Broadway New York



Again We Repeat!

MULTISTAMP

"For addressing Shipping Tags and Labels
IT HAS NO EQUAL."

"It saves us much valuable time, insures accuracy and legibility in our Shipping Department."

"It does all you claim for it and is well worth the price."

Thousands of like expressions come from satisfied MULTISTAMP users all over the world—**IT WILL DO JUST AS MUCH FOR YOU.**

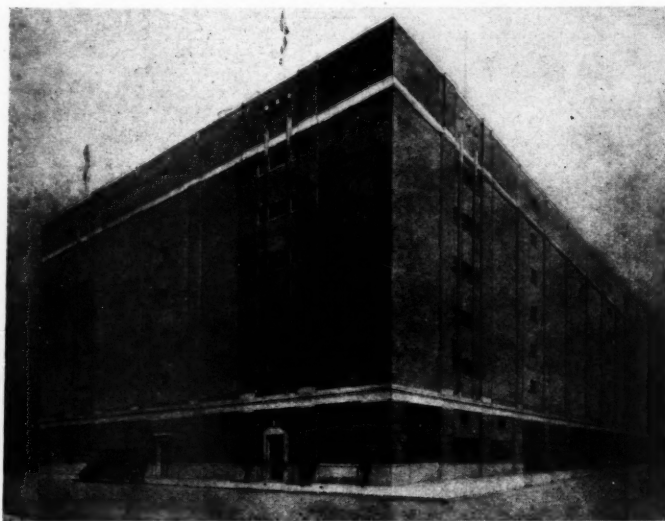
Two sizes—No. 1, for Tags, Labels and rubber-stamp requirements \$7.50 with complete equipment—No. 3, for postal cards and larger duplication \$15.00 U. S. A. Eventually you'll own one—why not NOW?

THE MULTISTAMP COMPANY, Inc.
Norfolk, Va.

SALES OFFICES

The Multistamp Corp., 10 E. 43rd, New York
Office Devices Co., Rialto Bldg., San Francisco
Multistamp Sales Agency, Terminal Sales Bldg., Seattle
The Tidewell Co., 43 Fairlee St., Atlanta
H. E. Sargent, Boyd Park Bldg., Salt Lake City





Lehigh and New England Terminal Warehouse at Bethlehem, Pa., 250,000 sq. feet of storage space. A Moores & Dunford Building.

**In last 30 months 16 M & D Warehouses
designed and built that cost over \$3,000,000**

**In next 18 months 6 M & D Warehouses and
Terminals to be built at cost of over \$4,000,000**

This is a designing and building record that carries conviction. It establishes Moores and Dunford as an out and out dependable source of supply in the minds of warehouse owners and those who contemplate building.

A Moores and Dunford Warehouse is scientifically planned and constructed. It provides the maximum amount of available storage space.

WE ALSO SUPPLY FINANCES

We are in a position to supply finances both in First Mortgage Bonds and Junior Securities for any legitimate Warehouse development where sufficient support is back of Junior Securities and where there is business established.

We charge no fee for consultation and advice. Our staff is at your service at any time. No obligation.

MOORES & DUNFORD, Inc.

110 East 42nd St.

New York City

Years of specialization in the designing and planning of Warehouses.



A Moores & Dunford designed Warehouse means greatest available storage space.

Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

"ANDY SAYS"



MAIL THAT QUESTIONNAIRE

By the time this is in print, there will have been mailed to the Warehousemen of the country an "Information Sheet" in which are asked many pertinent questions relative to the products they buy.

This information is necessary, properly to compile figures that will disclose the quantity of these products bought and used each year by this industry.

It will, of course, be possible at best, only to estimate the huge totals involved; at the same time, the information has a relative value which should not alone be interesting.

but of practical use to those in the industry, and it will be our pleasure, as the compilers of this information, to publish results of our investigation in a future issue of *Distribution & Warehousing*.

In order, however, to arrive at even a reasonable estimate in matters of this kind, it is imperative we have the full cooperation of the industry. For this reason we urge all who get this "Questionnaire" to devote the time necessary to fill it out and mail it back to us. The composite picture that results from this data will astonish every one who sees it, from the manufacturer who makes the product to the warehouseman who purchases it.

In this connection we wish to direct your attention to the June issue of *Distribution & Warehousing*, which will this year be our annual "Material Handling and Equipment Issue."

This issue is now in process of compilation and will contain a concise review of labor saving appliances, etc., used in the warehouse field. Our editor, Kent Stiles, is exhausting his editorial warehouse of ideas, to put into this issue information of practical value to every warehouseman in the country. Needless to say, it will be full and overflowing.

But in addition to anything already planned for this issue, Mr. Stiles wishes me to say that he will be glad to have any warehouseman send him either a photograph or description, or both, of any labor saving device now being used, which by virtue of usage has proved its worthiness for mention in this issue.

Your contribution to this coming June issue is seriously solicited and will do much toward making it more valuable, as does all such interchange of ideas in our industry work for greater efficiency and a more comprehensive understanding.

"ANDY"



WE LIKE TO KEEP KENT STILES BUSY

CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

April	Missouri Warehousemen's Association	(To be decided)
April	Southern Warehousemen's Association	Atlanta, Ga.
May	Washington State Warehousemen's Association	(To be decided)
July 6-11	National Furniture Warehousemen's Association	Mackinac Island, Mich.
September	Connecticut Warehousemen's Association	(To be decided)
December	American Warehousemen's Association	(To be decided)
December	Illinois Association of Warehousemen	Chicago
January, 1926	Canadian Warehousemen's Association	(To be decided)
January, 1926	New Jersey Furniture Warehousemen's Association	Newark
January, 1926	New Jersey Merchandise Warehousemen's Association	(To be decided)
January, 1926	New York Furniture Warehousemen's Association	New York City
February, 1926	Maryland Furniture Warehousemen's Association	Baltimore
February, 1926	Pacific Coast Furniture Warehousemen's Association	(To be decided)
February, 1926	Pennsylvania Furniture Warehousemen's Association	Philadelphia
February, 1926	Pennsylvania State Warehousemen's Association	(To be decided)

BIRMINGHAM, ALA.

Charlie's Transfer Co.

Incorporated 1903

**Distributors and Forwarders
Storage and Hauling**

We specialize on merchandise handling.

Private siding, connecting with all railroads.

BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

**HARRIS TRANSFER
AND
WAREHOUSE CO.**MODERN FIREPROOF WAREHOUSE
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING*Prompt Service—Accurate Accounting*

Offices, Lincoln Life Building

BIRMINGHAM, ALA.

**Hess-Strickland Transfer
& Storage Co.**General Merchandise, Furniture
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in Addition to Wagon Equipment—Track Connections with All Railroads.

MONTGOMERY, ALA.

LEADING WAREHOUSEMENDISTRIBUTION—HAULING
PACKING — STORAGE of
HOUSEHOLD GOODS
MERCHANDISE and AUTOMOBILESTWO LARGE WAREHOUSES—PRIVATE SPUR
LARGE FLEET OF MOTOR TRUCKS**ALA. MOTOR TRANSFER CO.**

COR. LAWRENCE and RANDOLPH—132 LEE

MONTGOMERY, ALA.

*"Service That Satisfies"***Moeller Transfer & Storage Company**

105 WATER STREET, MONTGOMERY, ALA.

Storage, Forwarding and Distributing

PHOENIX, ARIZ.

**Arizona Storage and
Distributing Co.**

MERCHANDISE HOUSEHOLD

POOL CAR DISTRIBUTION

Government Licensed
and Bonded Warehouses18 South Central, Phoenix, Arizona
NFWA-AWA

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

26 North Scott St.

Tucson, Arizona

FORT SMITH, ARK.

**O.K. TRANSFER & STORAGE CO.**Rogers Ave. and 2nd St.
FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



LITTLE ROCK, ARK.

Gazette Transfer & Storage Co.

212-214 Scott St.

Distribution of merchandise and household goods pool cars—City and interurban delivery—transfer of household goods—storage of agricultural implements. Crating and packing. A fleet of motor trucks and a well organized business guarantees you an exceptionally efficient service.

LITTLE ROCK, ARK.

Terminal Warehouse Co.
**Storage—Drayage—
Distribution**

85,000 Sq. Ft. Warehouse Space

Fireproof Sprinklered

Free Switching from All
Railroads

TEXARKANA, ARK.

DISTRIBUTION

TEXARKANA
1882
Complete Service

HUNTER
TRANSFER CO.
ARK-TEX.
STORAGE

BERKELEY, CAL.

STUDENTS

Transfer & Storage Co.

Distributors of Pool Cars

Fireproof — Depositories

A Complete Service in Our Line

2721 SHATTUCK AVE.

EL CENTRO, CAL.
IMPERIAL VALLEY**PIONEER TRUCK and CO.**

Warehouse:
S. E. Cor. 3rd & State Sts.
Office: 114 N. 5th St.

Only Reinforced
Concrete Warehouse
for Storage and
Carload Distributing
Throughout
the Whole Imperial
Valley.

Daily Truck Service
to All Valley Towns.
Our Stock in Trade,
SERVICE.

FRESNO, CAL.

BEKINS
VAN & STORAGE CO.

California
Shipments Promptly
Handled

—Distributors of pool
car shipments.

—Private spur.

—12 fireproof deposi-
tories in California.

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

San Francisco
13th and Mission

Oakland
22nd and San Pablo

FRESNO, CAL.

Located in the Center of Fresno

State Center Warehouse & Cold Storage Co.
"Fireproof"

Private siding Santa Fe

Distributors of Pool Cars Lowest insurance rate
Household Goods, Merchandise Fresno has terminal rates
Members American Chain of Warehouse and California Warehouse Assn.
747 R STREET, FRESNO, CALIFORNIA

FRESNO, CAL.

Valley Van & Storage Co., Inc.

Private Spur

Distributors of Pool Cars of

Household Goods, Machinery and Merchandise

Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES**Hollywood Storage Company, Inc.**

"FIREPROOF"

Car Distribution

Private siding P. E. RR.

We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.

1666 N. Highland Ave.,

Hollywood, Calif.

LONG BEACH, CAL.

BOYS TRANSFER AND STORAGE CO.

(Specializing in Household Goods)

Moving Packing Storage Shipping

Send us your next shipment: Large or Small. You can be assured of Fair
Treatment for your customer. Remittances Promptly made, SAME DAY. And
proper protection of your interests at this end—No Passing the Buck.

(DEPENDABLE SERVICE)

Office 428 Locust Ave.

Affiliations

LONG BEACH, CAL.

Since
1903

Harry Meldrim, Pres.

**HOUSEHOLD GOODS MERCHANDISE**

Removals, Packing, Forwarding, Distributing

4 Warehouses Warehouse Spur—U. P.
100,000 sq. ft. **STORAGE** Sou. Pac. & Pac. Elec.

MEMBERS: { California Warehouseman's Assn.
Pacific Coast Furniture Warehousemen's Assn.
National Furniture Warehousemen's Assn.

San Pedro—DOCK CONNECTIONS—Wilmington
SAFETY SERVICE

LONG BEACH, CAL.

Long Beach
Transfer & Warehouse Co.

Incorporated 1907

Household Goods Our Specialty

Removals, Storage, Packing, Forwarding and
Distributing

Private Siding—Union Pacific Railroad

MEMBER { National Furniture Warehousemen's Association.
Pacific Coast Furniture Warehousemen's Asso-
ciation.

We send our check promptly on collection of your
charges.

Only Fireproof Warehouse in Long Beach
on a Private Siding

LOS ANGELES, CAL.

BEKINS

VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission
Oakland
22nd and San Pablo

LOS ANGELES, CAL.

For
"Service with Security"
Ship
to
California Fireproof Storage Co.
2808 W. Pico St.
LOS ANGELES

W. E. BROCK
Vice-Pres.

F. L. ALLEN
Pres.

F. M. BROCK
Treas.

LOS ANGELES, CAL.

Fidelity Fireproof Storage

Packing, Moving, Shipping of household goods,
distribution of pool cars to and from everywhere.

WASHINGTON & ARAPAHOE ST.

LOS ANGELES, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES.

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.
We have Los Angeles terminal rates
Consign to Hollywood via U. P. or S. P. RR.
1666 N. Highland Ave. Hollywood, Calif.

LOS ANGELES, CALIF.

MERCHANDISE

Storage and Distribution

4 acres of floor space, sprinkler equipped, served by S. P.
spur tracks and prepared to give complete warehouse service.
Our location, experience, warehouse facilities, and local
standing, all make it worth your while to consider this
warehouse for the storage and distribution of your mer-
chandise.

JENNINGS-NIBLEY

Warehouse Co.
1101 East 5th Street, Los Angeles, Cal.

LOS ANGELES, CAL.



CALIFORNIA TRUCK CO.

INCORPORATED 1884

Pool Carload Distributors

Handling goods destined to points in
SOUTHERN CALIFORNIA and ARIZONA
and to
TRANS-PACIFIC PORTS
322-324 EAST THIRD STREET

LOS ANGELES, CAL.



Co-operation

Consign to L. A. Warehouse—the largest fire-
proof repository for household goods on the
Pacific Coast. We co-operate to the utmost and
treat your customers as we do our own.

Los Angeles Warehouse Co.
316 Commercial St. Los Angeles



LOS ANGELES, CAL.

Located in the Center of Downtown
Business District

COLYEAR'S

VAN & STORAGE CO.

Curtis C. Colyear, Prop.
MAIN OFFICE—415 S. San Pedro St.

Warehouse No. 2
415 S. San Pedro St. Fireproof.

Warehouse No. 4
540 S. Alameda St. Sprinkler Equipped.

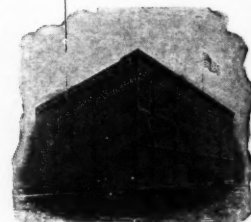
Member { American Warehousemen's Association
Nat'l Furn. Warehousemen's Association
Pacific Coast Warehousemen's Association
Los Angeles Warehousemen's Association

Moving—Packing—Storing—Shipping
Pool Car Distribution—Household Goods—Merchandise
Twenty-Two Years of Dependable Service

LOS ANGELES, CAL.

Consign to LYON

Two modern Fireproof
Warehouses in residential
districts — private spur
tracks. Prompt service and
collections.



Lyon Fireproof Storage Co.
1950 SO. VERMONT AVE. LOS ANGELES

LOS ANGELES, CAL.

Premier Fireproof Storage Co.

Household Goods. Distribution of Merchandise and
Household Goods Pool Cars. Motor Truck Service.
Transfer of Household Goods.

Members of NFWA—PCFWA

Los Angeles & Hollywood

LOS ANGELES, CAL.

WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION

PRUDENTIAL
STORAGE AND MOVING CO.

LOS ANGELES
OFFICE

941 W. 16th ST.

SAN DIEGO
OFFICE

962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Associatio
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

**RICHARDS
TRUCKING & WAREHOUSE
COMPANY**

668 SO. ALAMEDA ST.
LOS ANGELES, CALIF.

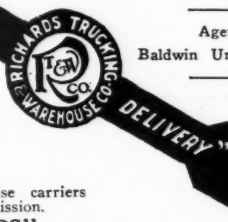
Agents:

Baldwin Universal Co.

We solicit
your commercial stor-
age and pool car dis-
tribution, as we are lo-
cated on free trackage,
and operate both City
and Interurban Motor
Truck Service, in most
of the territory sur-
rounding Los Angeles.
We are authorized franchise carriers
under the Railroad Commission.

Route "VIA RICHARDS"

SPECIAL STEAMSHIP CONNECTION
FROM WILMINGTON & SAN PEDRO HARBOR TO LOS ANGELES



LOS ANGELES, CAL.

**SERVICE DRAYAGE
and
WAREHOUSE CO.**

ALL THAT THE NAME IMPLIES

Distribution, Warehousing

1319-21 Palmetto St. Los Angeles

The Men Who Distribute

Gorton's Cod Fish

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

LOS ANGELES, CAL.



1,500,000 Square Feet of

Modern Fireproof Warehouse Space in Los Angeles and at the
Port of Los Angeles.
Free and U. S. Customs Bonded Storage
Insurance Rate 15 cents.

Storage — Forwarding — Distribution — Cartage

Space Leased for Private Warehouse, Office and Display Desk
Space with Desk and Office Service Rented.
Cotton Pressed to High Density.

Special equipment for the proper handling of various commodities.
Steamer Space booked when requested.

We can serve you in some capacity and would suggest that
you complete your file by requesting the rates for our specialized
service.

Bonded for \$100,000.00.

UNION TERMINAL WAREHOUSE COMPANY
UNION TERMINAL WAREHOUSE CORPORAT
SHATTUCK & NIMMO WAREHOUSE COMPANY
LOS ANGELES, CALIFORNIA

LOS ANGELES, CAL.

"When Shipping West, Ship Westland"

WESTLAND WAREHOUSES, located in heart of Cen-
tral Manufacturing District, on tracks of Los Angeles
Junction Railway (a neutral belt line road connecting
with all main lines at through rates), offer you complete
warehouse service in modern fireproof structures at reason-
able rates. Lowest insurance rates in city. Office and
display desk space for lease.

**Westland Distribution & Storage
Warehouse Co.**

Central Manufacturing District

Los Angeles

LOS ANGELES, CAL.

The most Up-to-date Service for
Los Angeles' most exclusive
Residential Section.

Complete
Facilities

for

Freight Forwarding
and Distributing

of

**HOUSEHOLD
POSSESSIONS**

Members:
National Furniture Ware-
housemen's Assn.
Pacific Coast Furniture
Warehousemen's Assn.
American Warehousemen's
Association.



116 SO. WESTERN AVE.

OAKLAND, CAL.

BEKINS

VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street
Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission
Oakland
22nd and San Pablo

OAKLAND, CAL.

LAWRENCE

WAREHOUSE COMPANY

NO TASK TOO GREAT
NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

ONTARIO, CAL.

Natural Distribution Center for San Bernardino and Surrounding Counties

Railroad Siding and Storage Yard. 560 feet of Private
Track

Carload Distribution

Fireproof Storage. 16,000 sq. ft. of inside
storage space. 22,000 sq. ft. of outside stor-
age space. First-class Auto Truck Service.
Connections with all towns. A real service
located in the heart of Southern California.

HICKEY WAREHOUSE CO.

541 E. Main St. Ontario, California

SAN DIEGO, CAL.

WE SOLICIT YOUR SHIPMENTS AND POOL CAR
DISTRIBUTION

PRUDENTIAL

STORAGE AND MOVING CO.

LOS ANGELES OFFICE—941 W. 16th St.
SAN DIEGO OFFICE—862 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

SAN FRANCISCO, CAL.

BEKINS

VAN & STORAGE CO.

California
Shipments Promptly
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Los Angeles
1335 S. Figueroa
Street
Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission
Oakland
22nd and San Pablo

SAN FRANCISCO, CAL.

Consign to

THE HASLETT WAREHOUSE CO.

60 CALIFORNIA ST., SAN FRANCISCO

Pioneer in the Warehouse and Distribution Business
Operating in the Logical Distribution Center of the Pacific Slope with
Complete Warehouse and Drayage Facilities
Low Insurance Rates

S. M. HASLETT, President P. E. HASLETT, Secretary
Member American Warehousemen's Ass'n.
Member American Chain of Warehouses.

SAN FRANCISCO, CAL.

LAWRENCE

WAREHOUSE COMPANY

NO TASK TOO GREAT
NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

SAN FRANCISCO, CAL.



Storing and Dis-
tributing Mer-
chandise Our
Specialty

Let us handle your
San Francisco ship-
ments.

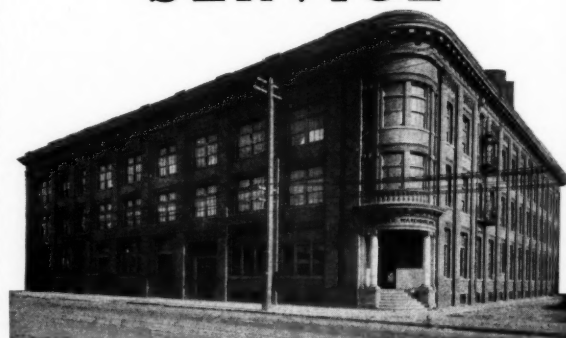
We supply the necessary services for the
handling of merchandise through a
modern warehouse.

San Francisco Warehouse Co.
625 Third Street



SAN FRANCISCO, CAL.

SERVICE



Office and Main Warehouse
2701 SIXTEENTH STREET, SAN FRANCISCO, CAL.

Cable Address
"SOUTHER"

Codes
All Standard

Private Terminal on So. Pac. Tracks
Exclusive Facilities for Handling Automobiles, Trucks,
Tractors, Etc.

In 1924 we handled 17,000 motor vehicles

SOUTHER WAREHOUSE COMPANY

BOXING FOR EXPORT SHIPMENT

All details handled, bills of lading, clearance, etc.
We are Specialists in this business.

MAY WE SERVE YOU?

SANTA MONICA, CAL.

STORING—MOVING—PACKING—SHIPPING

SECURITY VAN & STORAGE CO.

M. ZERBONI

Inc.

M. W. ZERBONI

New Fireproof Storage

SANTA MONICA, 1417 Second St. LOS ANGELES, 509 Molino St.

DENVER, COLO.

A. H. AMICK

E. W. PITCHER

Amick Transfer & Storage Co.

1029 Santa Fe Drive, Denver, Colo.

FIREPROOF WAREHOUSE



Pool cars distributed.
Local and interurban truck
service.
Low insurance rates.

Household Goods
Complete packing service.
Reciprocity at every opportu-
nity.
Open or private storage.

DENVER, COLO.

The Johnson Storage and Moving Company, Inc.

221 BROADWAY

MODERN FIREPROOF WAREHOUSE

DENVER, COLORADO

Member { C. T. & S. A.
N. F. W. A.

Household Pool Car Distributors

The Men Who Distribute

Ritter Dental Supplies

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

DENVER, COLO.

F. C. Bartle, President

**The Merchants Storage &
Transfer Co., Inc.**

Drayage and Storage Distribution

OFFICE

1556 Wazee Street
Telephone Main 6667

WAREHOUSES

1536 Wynkoop St.
Telephone Main 1632

Sprinkler System Warehouse

Free Switching from All Railroads

Centrally Located in Shipping District

Storage of Merchandise and Household Goods

Household Goods Shipped to All Points
at Reduced Rates

Distribution of Pool Cars Our Specialty

Member

Central Warehousemen's Club

Colorado Transfer Companies Association

American Warehousemen's Association

Denver Transfer Companies Association

National Furniture Warehousemen's Association

Correspondence Solicited

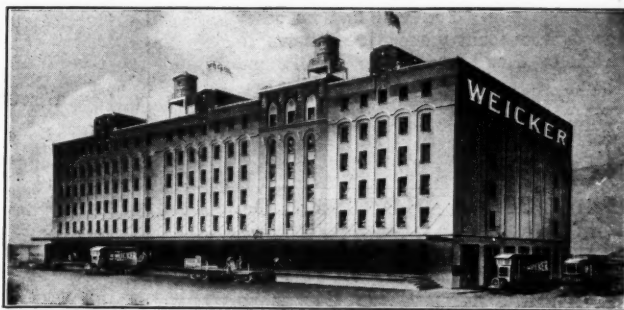
DENVER, COLO.

When You Need
SERVICE
in Denver and
vicinity

*we are the distribution and
warehousing specialists who
can serve you best.*

Our vast experience as receivers, forwarders and dis-
tributors has fitted us to handle your every requirement
in the most satisfactory way.

Our spacious warehouses located within a short haul
of all local freight depots, the wholesale and retail
district, and connected by track with every railroad enter-
ing Denver, is at your disposal—comprehensive
service and full protection at extremely low rates.



We are thoroughly equipped to dis-
tribute General Merchandise, Heavy
Machinery, Household Goods.

Write our traffic expert for full infor-
mation on all your shipping problems
in this territory. He will be glad to
help you—we will be glad to serve you.



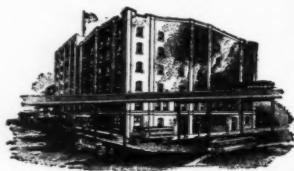
THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street

Denver Colorado



DENVER, COLO.



WAREHOUSE

Your Stocks With Us

150,000 Sq. Ft. Space

DENVER

Serves Two Million Population

Send Pool Cars in our care for distribution.
42 teams and trucks insure prompt service
to customers and satisfaction to you..

The Kennicott-Patterson Transfer Co.
1700 Sixteenth St. DENVER, COLORADO

PUEBLO, COLO.

Send Your Goods Where They Will Be Bought!

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

S A G E

Transfer & Storage Co.

TRINIDAD, COLO.

The Place to Get Service

POPLE

TRANSFER & STORAGE CO.

BRIDGEPORT, CONN.

THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods
Warehousing and Distribution
Private siding—Free switching
Low Insurance—Prompt Service

HARTFORD, CONN.

Established 1850

Incorporated 1908

The Bill Brothers Company

Transfer and Storage

190 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

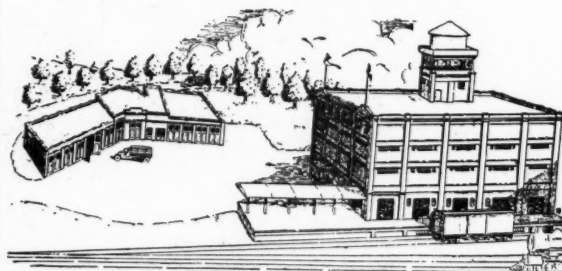
STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

HARTFORD, CONN.

Hartford Despatch and Warehouse Company

Movers - Forwarders - Warehousemen



Hartford's New Fireproof Warehouse

Here is offered the last word in a fireproof building especially designed for Warehouse purposes.

Members of
AMERICAN WAREHOUSEMEN'S ASSOCIATION
NATIONAL FURNITURE, WAREHOUSEMEN'S ASSOC.
CONNECTICUT WAREHOUSEMEN'S ASSOCIATION

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

GEORGE E. DEWEY & CO.

Joseph M. Pelchat, Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of

PIANOS, FURNITURES, CHINA

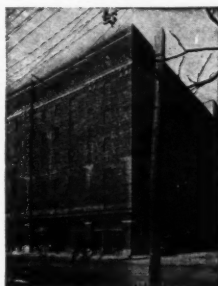
Only Fireproof Storage Warehouse in Hartford

NEW LONDON, CONN.**Gardner Storage Co.**

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

JACKSONVILLE, FLA.Member National Furniture
Warehousemen's Association**Delcher Bros. Storage Co.**

459-61-63-65 Riverside Avenue

FIREPROOF WAREHOUSE

Low Insurance Rate

We Move, Pack, Store and Ship
Household GoodsDistributing Pool-Car a
Specialty**FLORIDA'S LARGEST**Shippers of Automobiles
for Tourists**WATERBURY, CONN.****The Ralph N. Blakeslee Company**

Est. 1859

Storage { Furniture Trucking { Local and
 { Merchandise { Long Distance

Large Padded VANS for Furniture Moving

Members N. F. W. A.

WATERBURY, CONN.**Waterbury Storage Company**

John Moriarty, Inc., Prop.

Est. 1877

127 East Main St.

Elevators Fireproof Buildings Cap. 562 Rooms

Members N. F. W. A.

WASHINGTON, D. C.**Modern
Fireproof
Building**MOTOR LONG
VAN DISTANCE
SERVICE MOVING**PACKING
STORING
SHIPPING****SMITH'S TRANSFER & STORAGE CO., INC.**
1313 You Street, N. W.**MIAMI, FLA.****The John E. Withers Transfer &
Storage Co., Inc.**will give your shipments careful attention. Fireproof Ware-
house. Facilities for distribution of pool cars. Moving, pack-
ing, shipping and storing Household Goods and Automobiles.

Private Trackage Motor Equipment

1000-12 N. E. First Ave., Miami, Fla.

ORLANDO, FLORIDA**Orlando Bonded Warehouse (Inc.)**

Post Office Drawer No. 1472

100-112 West Amelia Avenue

Storage and Distributing of General Merchandise,
Machinery, Household Goods

Private Siding, A.C.L.R.R.

Member National Furniture Warehousemen's Association

Sprinkler Protection

Low Insurance

It's a pleasure to serve you

PENSACOLA, FLA.**Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-
loads or less than carloads.Merchandise stocks carried and records kept for out-of-town
concerns.

Cor. Chase & Alcinéz Streets

TAMPA, FLORIDA**JOBBERS WAREHOUSING COMPANY****Storage, Distribution, Forwarding
Hauling and Stevedoring**

31,000 Sq. Ft. Floor Space

Private R. R. Sidings and Docks, Deep Water

"Anything from Parcel Post to Steamship Cargoes"**WASHINGTON, D. C.****UNITED STATES STORAGE CO.**

418-420 TENTH STREET, N. W.

MEMBERS:

National Furniture
Warehousemen's AssociationEfficient and Courteous
Service

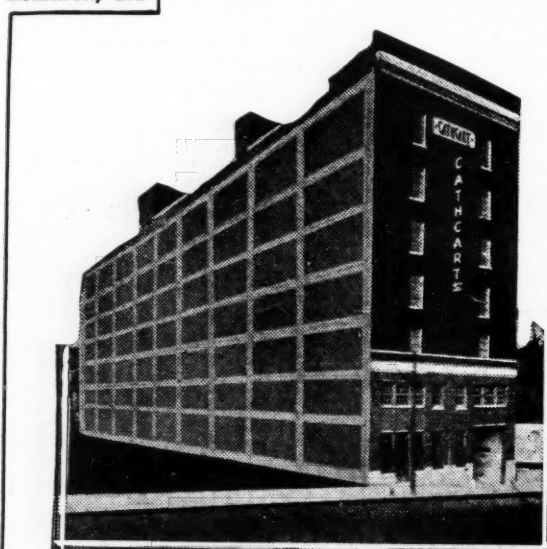
Modern Fireproof Warehouse

We are prompt in all things.

Member:
American Warehousemen's Assn.

Distributors of Pool Cars

ATLANTA, GA.



CATHCART VAN AND STORAGE CO.

HOUSEHOLD GOODS EXCLUSIVELY

THE MOST MODERN WAREHOUSE IN THE SOUTH

MEMBERS N. F. W. A.

ATLANTA, GA.



**MERCHANDISE ONLY
STORAGE
DISTRIBUTION**

Member American Warehousemen's Association

Security Warehouse Co.
Atlanta, Ga.

ATLANTA, GA.

CAMP TRANSFER & STORAGE, Inc.
16 Central Ave.

Storage, Packing, Shipping of Household Goods
Pool Car Distribution of Merchandise

Application for membership N. F. W. A.

AUGUSTA, GA.

L. C. DOOLITTLE, Gen. Mgr.

Augusta Bonded Public Warehouse Co.

Complete Warehouse Service in Storage and Distributing Merchandise.
Logical Point for Georgia Pool Car Shipments.

DIRECT RAILROAD SIDING. ALL RAILROADS.
REFERENCES: ANY BANK OUR CITY.

AUGUSTA, GA.

THE HOLLINGSWORTH WAREHOUSES
MERCHANDISE WAREHOUSING AND
DISTRIBUTING POOL CARS A SPECIALTY

Warehouse Not as Large as the Largest.
But Our Service as Good as the Best.

SAVANNAH, GA.

**Savannah Bonded
Warehouse and Transfer Co.**

General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Exceptional Facilities
Custom House Brokers

Track Connections with all Railroads and Steamship Docks
Members American Chain of Warehouses
Members American Warehousemen's Association

R. B. YOUNG, President
Bay Street Extension and Canal
P. O. Box 985 Savannah, Ga.

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PEASLEY
TRANSFER & STORAGE COMPANY
STORAGE, TRANSFER AND FORWARDING
419 SO. EIGHTH STREET

BLOOMINGTON, ILL.

F. G. BRUNTON C. E. BRUNTON R. N. BRUNTON

BRUNTON
TRANSFER & STORAGE CO.

Since 1905

**Piano and Furniture Moving,
Packing, Forwarding and General Cartage.
Long Distance Moving a Specialty**

Reduced Rates on Household Goods and Automobiles to all Parts of the West and British North-West.

415 N. Center St.

Phone 813

BLOOMINGTON, ILL.

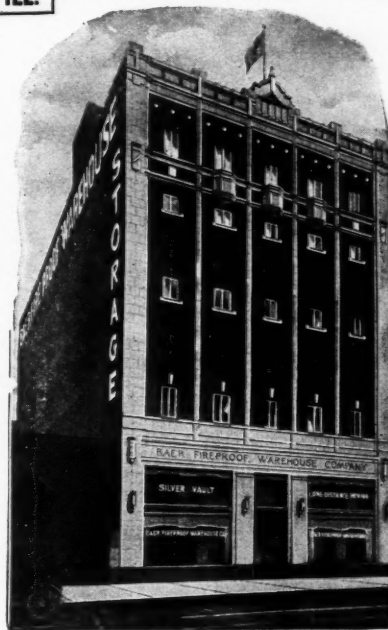


The Whole Corn Belt Is At Our Door

Free Switching connects our loading platform with five trunk lines. That means that no matter where your factory may be, you can ship to us by carload with the minimum amount of switching, time and freight. It also means that reshipments we make for you go by the most direct route in the shortest possible time, with the least amount of handling or transferring. Practically every point in the Middle West can be reached direct from our door by L. C. L. shipment. This is a big factor in successful pool-car distribution, and one that should incline you in our favor as the distributors, when you decide to take advantage of the many benefits of that method.

JOHNSON TRANSFER CO.
Bloomington, Illinois

CHICAGO, ILL.



Established 1892

BAER FIREPROOF WAREHOUSE CO.

POOL CAR DISTRIBUTORS
Of Furniture and Pianos
Collections Promptly Remitted

Members—The Chicago Association of Commerce—Nat'l Furniture Warehousemen's Assoc.—Illinois F. W. Association—Furniture and Piano Movers Assoc.
General Office—1927 Milwaukee Avenue, Chicago, Illinois

CHAMPAIGN, ILL.
URBANA, ILL.

WAGNER & SON

TRANSFER—PACKING—STORAGE

Packers and Shippers for the TWIN CITIES

Logan & Water Sts. Champaign, Ill.

CHICAGO, ILL.

CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.
650,000 square feet of fireproof space. Insurance rate 7½¢

No Trap-Cars Here
L. C. L. Freight Loaded Direct to Destination
WHY NOT USE THE BEST FACILITIES?

CHICAGO, ILL.

Before you decide on your Chicago Warehousing connections, investigate the facilities and service of the —

Continental Warehouse Co.
416-434 West 12th Place — Chicago

Sprinkled warehouses in the heart of the freight terminal district

CHICAGO, ILL.

BEKINS

Household Shipping Company



Reduced Rates on Household Goods, Automobiles and Machinery

General Offices, 905 BEDFORD BLDG., Chicago
NEW YORK, BOSTON, BUFFALO, CINCINNATI

The Men Who Distribute

Bon Ami

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

CHICAGO, ILL.

**EMPIRE
STORAGE
COMPANY**

Fireproof
Warehouses
For Household Goods
(Established 1891)

Carloads billed to our house track on
Illinois Central Railroad at Fifty-first
Street can be unloaded direct to our
warehouse floor.

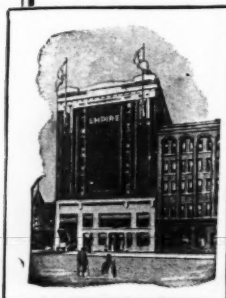
Low distribution rate on pool cars.



"Ship the
Empire Way"

**EMPIRE STORAGE
COMPANY**
52ND ST. AND COTTAGE
GROVE AVE.

MEMBER
National Furniture Warehousemen's Assn.
Illinois



CHICAGO, ILL.

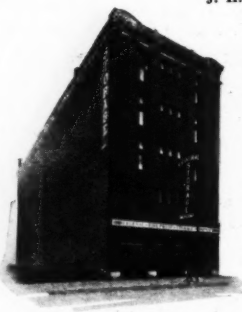
J. H. MEYER, Pres. A. W. MEYER, V. Pres.
ED. WEBER, Secy.

**Federal Fire Proof
Storage Company**

Closest Storage Warehouse to
the Loop

**Removals, Packing,
Shipping**

Main Office and Warehouse (A)
1230-1232 N. Clark Street
Warehouse (B)
871-873 N. State Street
ALL PHONES DIVERSEY 0600

**KEEP IT UP!**

One step won't take you very far, you've got to
keep on walking;
One word won't tell them what you are, you've
got to keep on talking;
One inch won't make you tall, you've got to keep
on growing;
One little "ad" won't do it all, you've got to keep
'em going.

Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.

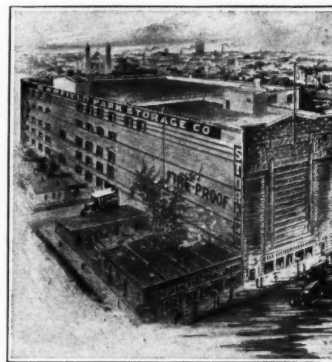
CHICAGO, ILL.

G. A. Foster, Pres. L. N. Foster, Vice-Pres. H. B. Foster, Secy. & Treas.

CENTER OF THE GREAT WEST SIDE

Garfield Park Storage Company

3111-17 W. Madison Street
(Two Blocks East of Garfield Park)



Prompt and effi-
cient service for
West Side Ship-
ments. Collec-
tions promptly
remitted.

All Warehouses
equipped with
Automatic Bur-
glar and Fire
Alarms.

Capacity 1000 van loads.

Consign Carload Shipments from Stations on C. & N. W.,
or C. M. & St. P. Rys. as follows:

C. & N. W. Ry.: to California Avenue Team Track
C. M. & St. P. Ry.: to Western Avenue Team Track

Carload lots from Stations on other lines should be consigned care
Baltimore & Ohio, Chicago Terminal Transfer Railway, Kedzie Ave.
and Taylor St. Team Track.

MEMBERS OF N. F. W. A. and I. F. W. A.

CHICAGO, ILL.

HARDER'S

Fireproof Storage & Van Co.

**Largest System of Fireproof Storage Warehouses in the
United States**

HOUSEHOLD GOODS

This large group of modern storage plants, each located with a view
to rapid and efficient handling of household goods and merchandise,
should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of
packing, moving, storage and shipping we excel. Safety deposit and
silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

MERCHANDISE

Our merchandise storage and distribution facilities include private
switches and sidings. Free switching. No haulage charges. Our
shippers are always satisfied in their transactions with us.

Pool Car Distributors

Members N. F. W. A., A. W. A.,
Ill. W. A.

OAKLAND
Fortieth Street and Calumet Ave.
KENWOOD
4714-16 Cottage Grove Ave.
WOODLAWN
1117-19 East 63rd St.
ENGLEWOOD
6154-58 Wentworth Ave.
STONY ISLAND
6824-26 Stony Island Ave.
BROADWAY
4015-17 Broadway

**Harder's Fireproof
Storage & Van Co.**

General Offices
40th St. and Calumet Ave.
Chicago

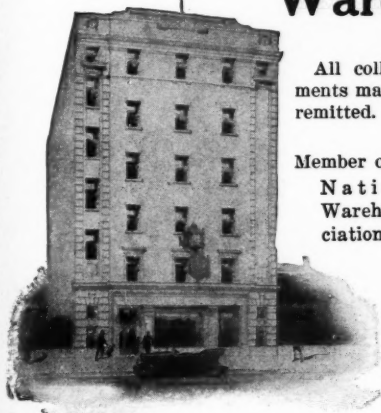


CHICAGO, ILL.

ESTABLISHED 1874

HEBARD

Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of

National Furniture Warehousemen's Association, Illinois, New York and Southern Warehousemen's Association.

Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

Free Switching

Crane Service

Storage for MACHINERY Exclusively

Machinery Warehouse Co.

74th and Ashland Ave.

Chicago

CHICAGO, ILL.

We Help You Keep Your Delivery Promises

The facilities we place at your disposal for the quick and careful distribution of goods in this territory are so well organized that your delivery promises are always kept—which means more clients and more profits.

Our B & O C T Warehouse has private switch track connecting with all Trunk Lines entering Chicago.

We specialize in—

Pool Car Distribution.

City and Suburban Delivery.

Merchants Warehouse and Distributing
Company
Chicago, Ill.

CHICAGO, ILL.

"NO DELAYS"

Edward Lasham Co.

Merchandise Storage

Pool Car Distributors

Teaming and City Delivery

Seventy-Five Motor Trucks and Wagons

Downtown Modern Warehouse

Switch Track Connections with All Roads

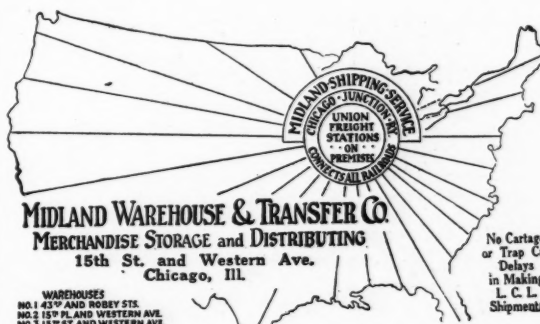
Served directly by Illinois Central, Michigan Central, Chicago & Northwestern and Chicago, Burlington & Quincy.

EDWARD LASHAM CO.

1559 S. State St.
Chicago
Illinois



CHICAGO, ILL.



WAREHOUSES
NO. 1 43rd AND ROBBY STS.
NO. 2 15th ST. AND WESTERN AVE.
NO. 3 15th ST. AND WESTERN AVE.

No Cartage
or Trap Car
Delays in Making
L. C. L.
Shipments.

CHICAGO, ILL.

MERCHANDISE STORAGE FROSTPROOF

Very Low
Insurance Rates

CM&STP Ry. Track
Inside Buildings

The Ontario Warehouse Co.

Ontario & Kingsbury Sts., Chicago, Ill.

Our location is specially convenient for the warehousing and distribution of merchandise. Private track facilities, with free switching from all railroads entering Chicago.

CHICAGO, ILL.

Railway Terminal & Warehouse Company
444 W. Grand Ave.

Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates
Use Our Service**

CHICAGO, ILL.

Soo Terminal Warehouse

519 W. Roosevelt Road Chicago, Illinois

*Merchandise Storage and Distribution
Pool Cars Efficiently Handled*

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

"THE ECONOMICAL WAY"

CHICAGO, ILL.

SOUTH SIDE STORAGE FOR SOUTH SIDE DISTRIBUTION

In Chicago, the city of immense distances, it is necessary to use more than one central warehouse. We do not aim to cover all Chicago, but we do aim to cover the South Side better than it can be covered by any other medium, and what we aim to give and what we do give is **Service**, prompt, efficient and reliable.

Direct Connection with All Roads

SOUTH SIDE SHIPPING & STORAGE WAREHOUSE

131-135 West 63rd Street Phone Normal 6266

Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

CHICAGO, ILL.

Have Your Own Transfer Representative In Chicago

If you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignments. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton
Transfer Co.**
1020 So. Canal St.
Chicago, Ill.

A Thousand Salesmen

at a cost to you of ten thousand dollars a day could not give your business the same simultaneous coverage in the warehousing industry as is represented by an advertisement in "Distribution & Warehousing" at a cost to you of less than twenty-five dollars.

Furthermore—your advertisement continues working for you the whole balance of the month

FOR NOTHING

The progressive manager will use this silent salesman to advantage NOW.

Advertising rates on request

Distribution & Warehousing
239 West 39th St. New York City

CHICAGO, ILL.



Write or
ire
ESTERN

When you
ant a
AREHOUSE

AT

CHICAGO



SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.

"At the Edge of the Loop," close to Chicago trade.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

Write us now; we know how.

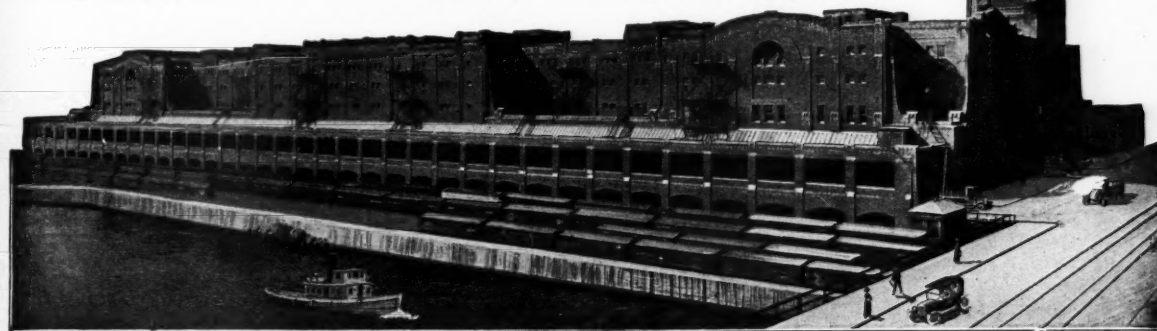
WESTERN WAREHOUSING COMPANY

MERCHANDISE WAREHOUSES
POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

329 West Polk Street

CHICAGO

WILSON V. LITTLE, Superintendent



DANVILLE, ILL.

Beeler Transfer & Storage

Merchandise Pool Car Distribution.
Furniture Storing, Packing & Shipping. Auto Truck Service. Long Distance Hauling. City and Inter-urban Delivery.

208-210 West Main St.

DECATUR, ILL.

SINCE 1892

Hamman Bros. Transfer & Storage Co.

Decatur's pool car distributors. Private switch to the ONLY FIRE-PROOF WAREHOUSE in the city. Truck and team service.

Members N. F. W. A.—I. F. W. A.—I. W. A.—C. W. A. I.

Office:—Williams St. at Broadway

DECATUR, ILL.

Ship to Meridith for Prompt Service in Decatur and Environs

Distributors of Household Goods and Merchandise. Located within 3 blocks of all freight depots. No terminal delay or switch charge when consigned direct to Meridith.

Household Goods and Merchandise Storage. Private Locked Rooms. Steam Heated Piano Rooms. Vans—Trucks—Drays. Ship your next car for results to

F. M. MERIDITH

Storage and Transfer Co.

320-350 E. Cerro Gordo

Decatur, Ill.

DANVILLE, ILL.

Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

American Warehouse Association.
Members National Furniture Warehousemen's Association.
Members Illinois Furniture Warehousemen's Association.



If the City to which you are shipping is not represented in this list, choose the nearest as the geographical arrangement will help you.

DECATUR, ILL.



Before you decide on your Illinois distribution investigate our facilities, service and low rates to Illinois points—

PARKE WAREHOUSES
Decatur, Illinois

STORAGE AND DISTRIBUTION

ELGIN, ILL.

Consign To Us To Reach The Fox River Valley

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available.

Consign to us. We know how.

ELGIN STORAGE & TRANSFER CO., 60-62 River Street, Elgin, Ill.

MOLINE, ILL.

Fireproof Warehouse

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company
1205-1209 Fourth Ave. Moline, Illinois

The Men Who Distribute

Carey Salt

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

PEORIA, ILL.

Office: 4-1285, 4-4238

TELEPHONES

Barns: 4-3307

O'Neill Bros. Transfer & Storage Co.

Merchandise Hauling

Carload Shipments Distributed

Freight Handled Promptly

Pool Car Distributing

Merchandise and Furniture Storage

Commercial Furniture Warehousing

617-619-621 S. Water St.

Peoria, Ill.

ROCKFORD, ILL.

**Carry Spot Stocks
at Rockford—and at
The Bartlett Warehouse**

Rockford (pop. 85,000) is a prosperous and rapidly growing industrial city, the largest city and chief distributing point in a wide territory. Steam and electric lines and concrete highways lead to all important towns in Northern Illinois and Southern Wisconsin.

The Bartlett Warehouse is new, of fireproof construction, and centrally located. The downtown district and all freight stations are within four blocks.

Bartlett Storage Warehouse

Rockford, Illinois

ROCKFORD, ILL.



"The Choice of the Greatest Industries"

ROCK ISLAND, ILL.

Rock Island Transfer & Storage Co.
 Merchandise Warehousing and Distribution
Motor Truck Service
 C. B. & Q. SIDING
 FREE SWITCHING FROM ALL OTHER ROADS

FORT WAYNE, IND.

Fort Wayne Storage Company
FORT WAYNE, INDIANA
*General Merchandise
 Storage and Forwarding*

SPRINGFIELD, ILL.

Merchants Transfer & Storage Co.
BONDED WAREHOUSE
 STORAGE, PACKING, MOVING AND SHIPPING
 HANDLING MERCHANDISE CARS A SPECIALTY
 HEAVY AND LONG DISTANCE HAULING
 1000 EAST MONROE STREET
 SPRINGFIELD, ILL.

FORT WAYNE, IND.

Southside Storage & Van Co.
 Furniture Packing, Crating, Storage, Overland Moving
 and General Trucking
 327 E. Superior St. Fort Wayne, Ind.

SPRINGFIELD, ILL.

Moving Household Goods
 Long Distance Hauling—None Better
CHAS. UNDERFANGER
 PROPRIETOR
WEST END STORAGE
 TELEPHONE MAIN 601
 SPRINGFIELD, ILL.
 Warehouse: 916 West Washington Street
 Residence: 107 South State Street

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"
**Henry Coburn Storage
 & Warehouse Co.**
 Indianapolis
 Merchandise Storage
 Quick Shipments
 Distribution Cars

Orders filled and en route the day received.
 No trap car delays.
 We own and operate our truck equipment.

**EVANSVILLE, IND.**

Central Warehouse Co.

INCORPORATED

F. W. GRIESE, *Pres. and Mgr.*

**PUBLIC STORAGE
 AND WAREHOUSE**

901 Main St. Evansville, Ind.

Mdse. Only
 Storage & Distribution
 Illinois Central Tracks.
 Free Switching.

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.
 "FIREPROOF" BUILDINGS
STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District
 We have our own truck line and are equipped to make prompt deliveries
 Private siding

**INDIANAPOLIS, IND.**

D. & D. TRANSFER & STORAGE CO.
 Indiana Licensed Class A Warehouse
 221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the
 Storage and Distribution of Merchandise.
 Private R. R. Siding—Free Switching.
 Over 21 Years Continuously Serving
 Local and National Firms

INDIANAPOLIS, IND.

**Indiana Terminal Ware-
 house Co.**

See our advertisement on front inside cover page

INDIANAPOLIS, IND.

MANUFACTURERS!!!**We Need Twenty More Satisfied Customers**

We can BEAT THEM ALL when it comes to PROMPT SHIPMENTS from STOCK. If you want INDIANA business, you need stocks here to compete with Indianapolis Manufacturers and OTHERS. Write us YOUR needs.

INDIANAPOLIS WAREHOUSE CO.

330 West New York St.
(18 years' experience)

FRANK A. TODD, V. P. & G. Mngr.

INDIANAPOLIS, IND.

Shank Fireproof Storage Co.

Indianapolis, Ind.

We have added a new Fireproof Warehouse for Household Goods, 60,000 sq. ft. of floor space, at 1430 N. Illinois St. This new building is in addition to our other storage house at 227-229 North Jersey St. Every facility for the prompt and efficient handling of your shipments.

PACKING MOVING
STORAGE FORWARDING

Members of N. F. W. A.

INDIANAPOLIS, IND.

INDIANAPOLIS, IND.**TRIPP WAREHOUSE COMPANY**

Indianapolis, Ind.

Merchandise Storage and Distribution
Prompt and Efficient Handling of Pool Cars
Centrally Located in Shipping District
Insurance Rate—18 cents per \$100.00
Motor Truck Delivery
Service that Satisfies

KOKOMO, IND.

Phone 307

"HAULIT"

Office: 905 N. Union St.

Becraft Transfer and Storage Company

KOKOMO, INDIANA

J. H. BECRAFT, Owner and Manager

H H Goods and Mdse. Storage
Carload Distributing

Packing, Moving and Shipping
Private Siding—Pennsylvania Ry.

MARION, IND.

VIRGIL F. LEMON

FIREPROOF STORAGE and WAREHOUSE

Local and Long Distance Moving

Office, 314 S. Branson St.

Marion, Indiana

Furniture Packing, Storing and Shipping

MUNCIE, IND.

H. L. OLIVER, President

D. O. HENDERSON,
Sec. and Treas.

Iron Safes, Machinery, Household Goods and Pianos Moved

All Kinds of Merchandise Stored and Distributed

TELEPHONE 141-142



DELAWARE TRUCKING CO., INC.

Muncie, Ind.

Carload Shipments Distributed

Pool Car Distributing

Long Distance Hauling

Motor Service

Private Siding to Warehouse

Free Switching from All Railroads

MUNCIE, IND.

HARDESTY TRUCKING CO.

121 N. Mulberry St., Muncie, Ind.

Phone 1195

Indianapolis Office: 551 So. Illinois St.

Phone—Circle 6433.

Furniture Moving,
Packing, Storage, Shipping

Merchandise Pool Cars Distributed

Our daily trips to Indianapolis offer storage and distribution service at a minimum of expense for those who wish to operate in this territory.

RICHMOND, IND.

Office Phone 2528

Member of Indiana Transfer and Warehouseman Association

**FOREST MONGER
TRANSFER and STORAGE CO.**

STORAGE, GENERAL DRAYING
AND TRANSFER

Long Distance Hauling a Specialty

Quick Service

Storage House 517-519 North D St.

Fire Proof Storage

RICHMOND, IND.

Furniture—Packing—Crating and Shipping
Distributors of Pool Cars

Collections Given Prompt Attention

Motor Service

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WARNER WAREHOUSE CO.**Merchandise Storage and Distribution**

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

Members: American Warehousemen's Assn.
Central Warehousemen's Club.

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Solicits your shipping
on the basis of



SERVICE
PROMPTNESS
EFFICIENT HANDLING
EXCELLENT FACILITIES FOR
DISTRIBUTION IN EVERY PHASE

Transit Privilege on Sugar, Potatoes, Lumber & Beet Pulp
Low Insurance Rate

Pool Cars Storage Distribution

MERCER TRANSFER & STORAGE CO.
Burlington, Ia.

CEDAR RAPIDS, IOWA

Cedar Rapids Transfer & Storage Co., Inc.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles
290,000 Square Feet Storage Space

CEDAR RAPIDS, IOWA



Moving — Packing — Shipping — Storage

LYNCH SERVICE

Complete and Dependable
Your assignments will be promptly
and carefully executed by a skill-
ful and responsible organization.
Modern Equipment—Trackage—New
Fireproof Building

LYNCH TRANSFER CO.

Established 1884
CEDAR RAPIDS, IOWA

THE SUBSCRIPTION PRICE OF

Distribution & Warehousing

IS

\$2.00 A YEAR

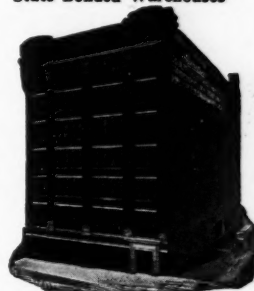
The Warehouseman who does not find
ideas and suggestions in any one issue
which will make or save him a hun-
dred times that amount is either ready
for the millennium or is not looking
for opportunities.

The Men Who Distribute
International Harvester
Products

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

COUNCIL BLUFFS, IOWA
& OMAHA, NEB.

State Bonded Warehouses



813 Douglas St.

Complete equipment,
manned by capable, ex-
perienced crews, cap-
tained by seasoned ware-
housemen, are at your
service here. Whatever
you expect of a ware-
house you may expect of
Ford, and find it done in
the best manner possible.

FORD

"Gets There Regardless"

Transfer & Storage Co.

Local Shipments Efficiently Handled by 17 Trucks

Private Sidings
Pool Car Distribution and Reforwarding
Fireproof Warehouse Packing Shipping



100 So. Main St.

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Council Bluffs, Ia.

700 S. Main Street

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Where the
West Begins



Reliable for
20 Years
Saving-freight
The
Mississippi
Rate Break

Fireproof Warehouse, on Trackage—In the Business and Ship-
ping District of Davenport.
Reference—32 Nationally Known Firms Using Our Distributing
and Warehouse Service.
Ewert & Richter Express and Storage Co., Davenport, Iowa

KEEP IT UP!

One step won't take you very far, you've got to
keep on walking;
One word won't tell them what you are, you've
got to keep on talking;
One inch won't make you tall, you've got to keep
on growing;
One little "ad" won't do it all, you've got to keep
'em going.

Sent to **DISTRIBUTION & WAREHOUSING**
by George S. Lovjoy, Vice-President of the
American Warehousemen's Association.

DES MOINES, IOWA

*When You Think
Of IOWA-Think
BLUE-LINE
Storage Company*

**The Shortest Distance Between
Sales and Delivery Increases Sales**

Our facilities for handling spot stocks are unequalled in Iowa—can save you money by routing all shipments through Des Moines. Private tracks handling sixteen cars at same time, free switching service, fireproof warehouses and a reputation established by serving such firms as the Curtis Publishing Co., Sun Maid Raisin Growers, Postum Cereal, Corn Products Corp., and many others assure you of reliable and reasonable service. Rates furnished promptly.

Blue Line Storage Co.

L. E. Stone, Mgr.
Des Moines, Iowa



DES MOINES, IOWA

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Transfer & Storage Co., Inc.**

*Merchandise and Furniture Warehouse
Distributors and Forwarders*

Send Your Pool Cars in Our Care
New Fire-Proof Warehouse
Teams or Auto Trucks for Hauling
Free Switching on All Railroads to Our Warehouse

515 East Court Ave. Des Moines, Iowa

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WARE TRANSFER & STORAGE CO.

Furniture Moved, Packed, Stored, Shipped
We Specialize in City Distribution
Covering All Sections of City Daily

IOWA'S LARGEST PIANO MOVERS

Office and Warehouse, 12th and Keesauqua Way
Member I. W. A.

MARSHALLTOWN, IOWA

EWING of MARSHALLTOWN

Connects with three railways, distributes pool cars and spot stocks, stores, moves and ships furniture, hauls by truck, and doesn't charge too much. If you've got anything for Iowa, "Send It To Ewing."

EWING TRANSFER CO., Marshalltown, Iowa

DES MOINES, IOWA



**SERVICE
FOR THE SHIPPER**

Our service and equipment enables us to handle your shipments to the best advantage.

Warehouse located within a short haul of local depots and wholesale and retail districts.

Storage for all commodities.

Pool car distribution.

Write for rates and information.

Place spot stocks with us and give your customer quick service.

200 Package Cars
leave Des Moines
daily, furnishing
24-hour service to
surrounding territory.

**MERCHANTS
TRANSFER & STORAGE CO.**

Ninth and Mulberry Streets, Des Moines, Iowa
Members: AWA, NFWA, CWC.



OTTUMWA, IOWA

DAGGETT**TRANSFER AND STORAGE**

Special Attention Given to Merchandise
Distribution and Pool Car Shipments

MEMBERS:

Central Warehousemen's Club
National Furniture Warehousemen's Association

KANSAS CITY, KANSAS

**THE INTER-STATE
TRANSFER & STORAGE COMPANY**
PACKING, MOVING, STORING AND SHIPPING
1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0075
We handle approximately 75% of all the freight shipped to Kansas City, Kan.—
L. J. Canfield.

PITTSBURG, KANSAS

**Best Location for KANSAS, MISSOURI, and OKLAHOMA
MERCHANDISE STORAGE and POOL
CAR Distribution**

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

PITTSBURG TRANSFER & STORAGE CO., Inc.
P. O. Box 527

TOPEKA, KANSAS.

N. F. W. A. A. W. A. C. W. C.

**THE TOPEKA
TRANSFER & STORAGE CO., Inc.**

Established 1880

**Three houses for
Merchandise—Household Goods**

Our private switch connects with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor van, packing and reconditioning services. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION and shipment from spot stocks of merchandise at low rates, accurately and promptly. Consign a carload for a test.

WICHITA, KANSAS

A. F. JONES, Pres. E. W. JONES, Vice-Pres. L. B. JONES, Treas.
J. H. BRUGH, Sec., Gen. Mgr.

UNITED WAREHOUSE CO.
General Warehousing
Storage, forwarding and Distributing
300,000 SQUARE FEET
CAPITAL \$100,000.00



Three Warehouses (Fireproof)
Low Insurance. Complete Retail Connections. We Lend
at Current Rates Upon Our Own Warehouse Receipts.

UNITED WAREHOUSE CO.

Wichita, Kansas Kansas City, Mo.
115 N. Meade & 815 E. 2nd 2114 Central St.

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BEKINS VAN & STORAGE CO., Inc.
Est. 1890

Moving. Packing. Storage. Shipping. Household
Goods and Pianos. Low Insurance Rates. Equipped
to handle all kinds of merchandise. Mdse. Warehouse
near Fourth and Water Sts. Fireproof Warehouse
Sixth and Perry Sts.

SIOUX CITY, IOWA.

**Berthelsen Transfer and
Storage Company**

Household Goods packed, stored and
shipped.

Local and long distance hauling.

Distributors of Pool Cars.

Private Siding.

Household Goods and Merchandise
Warehouse.

1509-11-13-15 East Fourth St.
Sioux City, Iowa

Member of Montul Whse. Service, Inc.

SIOUX CITY, IOWA.

Brown Van & Storage Co., Inc.

A. R. BROWN, Pres.

HOUSEHOLD GOODS MOVED,
PACKED AND STORED
CRATING AND SHIPPING
LONG DISTANCE HAULING
FIREPROOF STORAGE

514 Eighth St. Sioux City, Iowa

SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling
If It's Routed to or Through Sioux City, Bill It to

ROSENTHAL

Fireproof and Steam Heated Storage
300 Iowa Street, Sioux City, Iowa

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

WICHITA, KANSAS

Lowest Insurance

"Where Service Counts"

Storage Distribution and Forwarding

BROKERS OFFICE & WAREHOUSE CO.

—Bonded—

Fireproof

143 North Rock Island Ave.



Private Siding. Direct Connection all Railway Lines Entering City.

Centrally Located in the Jobbing District and to Railway Stations.

Send us a carload and watch closely.

M. E. Cuykendall, Mgr.

LEXINGTON, KY.

W. R. MILWARD**Furniture Storage***Packing and Shipping*

159-161-163 North Broadway

LEXINGTON

KENTUCKY

ESTABLISHED 1879

LEXINGTON, KY.

THE UNION
TRANSFER and STORAGE
COMPANY, Inc.
THREE LARGE
WAREHOUSES

Fireproof and Non Fireproof. Centrally Located. Warehouses on Private Sidings. Free Switching Charges.

DISTRIBUTION OF POOL CARS A SPECIALTY

MERCHANDISE AND HOUSEHOLD GOODS

WE FURNISH MOTOR TRUCKS AND TEAM SERVICE

Member American Chain of Warehouses

LOUISVILLE, KY.

PACKAGE DELIVERY

MERCHANTS
DELIVERY
LOUISVILLE KENTUCKY

Cover by Schedule Routes

Louisville, Ky.
New Albany, Ind.
Jeffersonville, Ind.

2 times daily.
Once each day.
Once each day.

LOUISVILLE, KY.

Carry Spot Stocks in Louisville

Where Concentrates the Golden Flood of Ohio River Valley Commerce

Louisville Public Warehouse Co.

W. N. Cox, President

E. H. Bacon, Vice-President



LOUISVILLE, KY.

SAFETY TRANSFER AND STORAGE CO., INC.**"Louisville's Leading Movers & Packers"**

Clay and Main Streets
We Move, Pack, Store and Forward Household Goods
Member N. F. W. A.

LOUISVILLE, KY.

Tabb Storage Warehouse

and

Freight Transfer Line

Established 1875

C. S. Tabb's Son, Mgr.

NEWSPRINT—RAILWAY STORAGE**GENERAL HAULING**

NEW ORLEANS, LA.

NEW ORLEANS**In the heart of the Commercial District**

at New Orleans we have a distributing depot for package freight, operated for the particular service of the traffic manager by a specialized organization that will handle orders as promptly and efficiently as your own shipping department.

Central
Distributing
Warehouses

Shipside
Terminals

Alabo Warehouse

Commercial Warehouse

The most centrally located
warehouse in the city

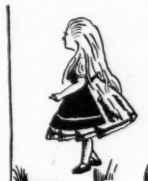
The only public warehouse
in New Orleans on the water
front—wharf facilities for
the largest ocean steamers

COMMERCIAL WAREHOUSES

NEW ORLEANS, LA.



Alice
in
Storageland



"LET me introduce you to the Land of the Dancing Beans," the Gryphon said to Alice.

"Is that part of Storageland?" Alice asked.

The Gryphon nodded, and in a trice they were on the fifth floor of the Standard Warehouse Co., New Orleans. Garbanzo beans were being poured from bags down a chute.

"The big ones," the Gryphon explained, "are called monster beans, and others, of course, are the small beans. Come below and I'll show you how they dance."

Alice watched in amazement.

"Change partners," the Gryphon commanded in a loud voice. "Little beans to the right, monsters to the left!"

The noise was so great that she put a finger in each ear and fled. "I don't like the music they dance to," she confessed, when the Gryphon whisked her on the ground floor, where the beans, already separated, were pouring out of chutes into waiting sacks.

"This reminds me of a game I once played with the White King," said Alice. "The distributor, you know—he Saves Space by Storage; the Standard Separates, Sacks and Ships, Saving the Seller—"

"—Sorrow!" squealed the Gryphon.

"Right. Sliding details from patrons' shoulders—that's the Standard's Specialty."

(Watch for further Adventures of Alice in Storageland.)

Standard Warehouse Co.

100 Poydras St. New Orleans, La.
Second Port, U. S. A.

Copyright, 1925, by R. A. Sullivan

NEW ORLEANS, LA.

STORAGERS IN OTHER CITIES:

Here's why you can trust your clients' goods with

O. K. STORAGE & TRANSFER CO.
New Orleans

*We Treat Clients You Refer to
Us with Every Consideration*

**Our Building Is Absolutely Fireproof
We Make Remittances Promptly
We Are Financially Responsible**

*We Specialize in Household Goods
and Office Furnishings Exclusively*

WE KNOW HOW

O. K. Storage & Transfer Co.
New Orleans, La. Memphis, Tenn.

BANGOR, MAINE

McLaughlin Warehouse Co.

Established 1875

Incorporated 1918

General Storage and Distributing
Capacity 70,000 Sq. Ft.

Rail and Water Connection
Private Siding Capacity, 15 Cars.

Member:
American Warehousemen's Association
American Chain of Warehouses

PORTLAND, MAINE

Galt Block Warehouse Company
Portland, Maine

Storage, General Merchandise, Household Goods and Automobiles

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial St., Portland, Maine
J. S. SAWTELLE, Manager

BALTIMORE, MD.

THOS. H. VICKERY, President

BALTIMORE STORAGE CO.

1710-20 Edmondson Avenue Charles and 26th Sts.
Bruce St. and Summit Place

Member { N. Y. F. W. A. Operates 3 Warehouses.
{ Balt. F. W. A.

BALTIMORE, MD.

Low Insurance Rates

Merchandise Warehousing

&

Distribution

Complete modern Warehouse Service
to all shippers.

Pool-Cars a Specialty

Located in heart of wholesale district

CENTRAL WAREHOUSE CO.

517 to 525 W. Baltimore St.

"We Give Service. Don't Promise It."

BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Whses.: 1019-21, 1206-08 Ridgley St.
Est. 1896

**DAVIDSON TRANSFER
& STORAGE CO.**

"Baltimore's Leading Movers"

FURNITURE PACKED, SHIPPED OR STORED.

BALTIMORE, MD.

There Is Profit and Service
in

J. Norman GEIPE

Long Distance Removals

Specializing in long distance moving, we
cover the principal cities throughout the
Eastern section of the United States with
regularity. Our experience and facilities
will solve your long distance problems.
In addition you will find our service profit-
able to you and satisfactory to your cus-
tomers.

Loads or part loads of household goods,
office equipment or merchandise to or from
Baltimore, Washington, Richmond, Pitts-
burgh, Cleveland, Youngstown, Buffalo,
Philadelphia, Trenton, New York, Albany,
Bridgeport, Hartford, Springfield, New Lon-
don, Providence and Boston or en route.

Utmost care used with special compart-
ments for breakable or fragile articles.
Write or phone me when you want quick
service. Get particulars of how we make
it profitable for you to use our service.

J. NORMAN GEIPE

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BALTIMORE, MD.

FIDELITY

STORAGE CO.

2104-6-8-10 Maryland Avenue

Household Goods Exclusively
Your Clients Efficiently Served
All Collections Promptly Remitted

MEMBERS

Baltimore Furniture Warehousemen's Association.
National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

BALTIMORE, MD.

Guilford Warehouse Co.

Baltimore, Md.

Located in the center of Baltimore's wholesale
and jobbing district.

Direct Penna. R. R. Siding

General merchandise of all kinds. Pool cars and
L. C. L. shipments accepted. Motor truck ser-
vice. Get our rates before making consignments
to Baltimore.

BALTIMORE, MD.

McCormick Warehouse Company

McCormick Building

Private Railroad Siding
General Storage

All Railroad Connections
Pool Car Distribution

Connections with M. & M. T. Co.
on New England C. L. Movement

BALTIMORE, MD.

Established 1879

**MONUMENTAL STORAGE
& CARPET CLEANING CO.**

1110-1116 PARK AVENUE, BALTIMORE,
MD.

ABSOLUTELY FIREPROOF WAREHOUSE

Furniture Storage — Packing — Moving
Carpet Cleaning

Members N. F. W. A. and B. F. W. A.

The Men Who Distribute

Climalene

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

BALTIMORE, MD.

Security Storage & Trust Company*Resources Over One Million Dollars*

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

*Members of**Baltimore Furniture Warehousemen's Association
National Furniture Warehousemen's Association*

ARLINGTON, MASS.

ARLINGTON STORAGE WAREHOUSE

20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sections

Separate Locked Rooms for Furniture

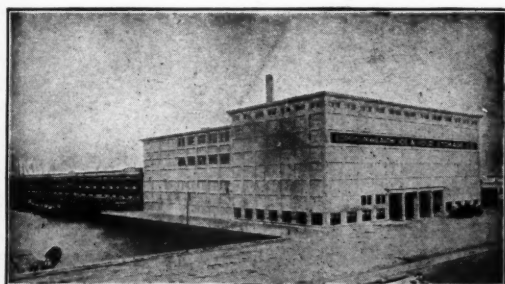
Household Goods Exclusively

First-Class Auto-Truck Service

Modern Heated Piano Room

Packing and Shipping Anywhere
Consignments Solicited

BOSTON, MASS.

**For Service in Boston
It's Commonwealth***Where Rail Meets Sail**Cold storage for all classes of perishable merchandise.
Directly connected side track on New York, New
Haven & Hartford.**General storage space for all classes of merchandise.
Perfect local distribution facilities.***COMMONWEALTH
ICE AND COLD STORAGE CO.**

220 Northern Avenue, Boston, Mass.

The Men Who Distribute

Federal SugarRead DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

BOSTON, MASS.

Francis E. Buckley, Mgr.

Est. 1880

**Dorchester Fireproof
Storage Warehouse***Moving—Packing—Shipping*We operate a fleet of modern enclosed
padded vans.Our complete service covers Boston
and all suburbs.Office and Warehouse:
690 Dudley St., BostonMembers { N. F. W. A.
A. W. A.
Can. W. A.
Mass. W. A.

BOSTON, MASS.



FURNITURE AND PIANO MOVERS

**HOME, OFFICE and
LONG DISTANCE MOVING**

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office and Packing Dept.

79 Broadway

South Boston

Intown Office

28 Bromfield Street

Boston

BOSTON, MASS.
FOREST HILLS, MASS.

The Forest Hills Storage and Warehouse
(Bonded)
126 CALL STREET

General Merchandise—Distributing—Separate Rooms for Furniture.
Bonded Warehouse. Our own side track—direct.
N. Y., N. H. & H. R. R. Consign to Forest Hills Station.

BOSTON, MASS.

GIBBS EXPRESS CO. YETTEN'S STORAGE

ESTABLISHED 1845

232 State St.

Tel. Richmond 3408

General Merchandise Distribution and Warehousing
We operate 6 motor trucks and 6 horse drawn vehicles

BOSTON, MASS.
BRIGHTON, MASS.



Office 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments. Location in the Center of Greater
Boston. B. and A. R. R. Siding.

MOTOR TRUCK SERVICE.

BOSTON, MASS.

**Northern Avenue Stores &
Dock Corporation**

New Haven Terminal Stores.

308-316 Congress Street Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad

**Free and Bonded Storage of
General Merchandise**

Wool Consignments Especially Solicited

FORT HILL STORAGE WAREHOUSE

78-84 Purchase Street 415-429 Atlantic Avenue

General Merchandise

Particularly desirable for Canned Goods or any
Merchandise requiring a non-freezing tempera-
ture.

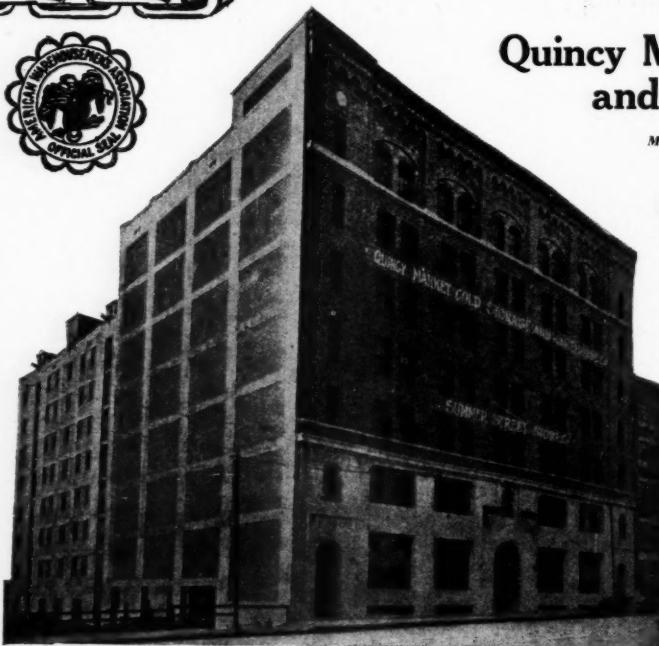
Let us submit rates. Store with us and get
service.



WILLIAM B. HARPER

General Manager

BOSTON, MASS.



Summer Street Stores, Direct Connection via N. Y., N. H. & H. R. R.

**Quincy Market Cold Storage
and Warehouse Co.**

Member American Chain of Warehouses, Inc.
New York Office: 415 Greenwich St.
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**STORAGE FOR FREE AND
BONDED MERCHANDISE**

Special Attention Given to Distribution

Charles River Stores, 4,776,000 cu. ft.
Fireproof construction—Lowest Insurance
Rates. Direct track connection with the
Boston & Maine R. R. Deep Water Con-
nection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft.
Fireproof construction—Lowest Insurance
Rates. Direct track connection with the
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Summer Street Stores, 2,000,000 cu. ft.
Fireproof construction. Lowest Insurance
Rates. Direct track connection with the
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**GEORGE S. LOVEJOY,
Manager**

General Storage Department
Main Office:
178 Atlantic Ave.
Boston, Mass.



BOSTON, MASS.

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TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY

50 Terminal Street

Charlestown District, Boston



Mystic Stores, Charlestown
 Boston & Main siding
 Adjoins Mystic Wharf

E Street Stores, South Boston
 Direct R. R. connection with N. Y.,
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**Storage of Wool, Cotton and
 General Merchandise**

LOWEST INSURANCE RATES
 DIRECT TRACK CONNECTIONS
 BOSTON & MAINE R. R.

SHIPPING DIRECTIONS
 MYSTIC WHARF
 BOSTON, MASS.

CARTAGE TO AND
 FROM FREIGHT STATIONS
 AND BOAT LINES

**Fumigation of Foreign Cotton
 and Cotton Waste**

AND OTHER MATERIALS AS REQUIRED
 BY U. S. GOVERNMENT

WEIGHING, SAMPLING, AND ALL
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 BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

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When shipping goods by rail, consign to our care via Boston and Albany R. R., East
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METROPOLITAN STORAGE WAREHOUSE CO.
 134 Massachusetts Avenue, Cambridge, Mass.
 WARREN B. HIBBERT, Manager

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**BILL KNEELAND'S MOTOR EXPRESS
 STORAGE WAREHOUSE
 FREIGHT FORWARDERS**

Household Goods and General Merchandise

Principal Office: 222 Chestnut St.

Boston Office: 139 Pearl St. N. Y. Office: 325 Hudson St.
 POOL CAR DISTRIBUTION

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GEORGE A. BOWKER, Inc.
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Distributors of General Merchandise
 Carload and Pool Lots a Specialty

NEW BUILDING B. & M. R.R. SIDING
 122-124 Central Street 111-113 Thomas Street
 Reliable Service

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Sheldon Transfer & Storage Co., Inc.

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SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq.ft. N.Y.N.H.&H. and B.&M. Sidings

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**NORTHEASTERN
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Storage and Distribution
 of General Merchandise

Pool Car Distribution

Railroad Facilities

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 Moving—Storing—Packing—Shipping
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Long distance transfer by auto truck
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Member National Furniture Warehousemen's Assn.

Northampton Baggage Transfer
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 Tel. 153

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School Street Storage Warehouse Co.

44-52 School St.

FIREPROOF WAREHOUSE

Storage, Shipping, Packing of Household Goods
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 MEMBERS A. W. A. AND N. F. W. A.

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Bowler Storage & Sales Co.

Main Office
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Telephone
Park 194
Worcester
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*A Warehouse
That Does Your
Business the
Way You Want
It Done*

In fact every intelligent service that could be expected of a personally operated warehouse is performed with strictest attention to all the details of each transaction.

Serve your New England customers through our warehouses at

Worcester, Massachusetts
*Logical point of distribution
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Members

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Your Big Desire Fulfilled—
The House of Personal Service

The
Standard
ofQuality
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MICHIGAN'S LARGEST FIREPROOF
STORAGE WAREHOUSE

A Safe Depository for

AUTOMOBILES
FURNITUREHOUSEHOLD EFFECTS
MERCHANDISE
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Etc.
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The Finest Moving Equip-
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The Riverside Truck & Storage Co.

Storage Household Goods and Merchandise
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25000 ft. Floor Space. Private Siding
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GREAT CENTRAL WAREHOUSE CO.

1321—12th Street
MERCHANDISE WAREHOUSING
Private siding Michigan Central R.R., daily 40 car capacity
Courteous, Prompt and Efficient Service
Pool car distribution Detroit and vicinity
Our location in heart of Detroit's west side activities— $\frac{1}{2}$ mile from all
freight depots and boats, center of all wholesale and jobbing district.
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Storing, Distributing, Forwarding

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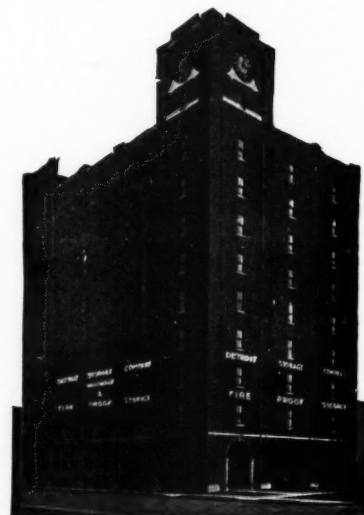
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Detroit, Mich.

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A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING
Corner East Grand Boulevard and Beaubien St.,
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Member National Warehousemen's Ass'n.

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Moving, Storage, Packing, Shipping
WE MOVE BY VAN WITHIN 1000 MILES
EVERY LOAD INSURED

Warehouse 1338-48 Lafayette Blvd.
Member D. T. A.

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DETROIT, MICH.

The Michigan Terminal Warehouse Co.

See our advertisement on front inside cover, page 2.

DETROIT, MICH.

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EAST JEFFERSON AVENUE
AND
TERMINAL RAILROAD

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LARGEST FIREPROOF WAREHOUSE IN STATE

Members National Furniture Warehousemen's Association

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615 EAST SIXTH AVE.

HOUSEHOLD GOODS STORAGE
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PERE-MARQUETTE & GRAND TRUNK R. R.

GRAND RAPIDS, MICH.

Largest Commercial Warehouse in Western Michigan

Located within four blocks of
all principal freight depots

Instant Service. Merchandise Warehouse only.
Only warehouse in Grand Rapids operating
our own transfer business in addition to the
warehouse transfer. We operate 36 horse
drawn vehicles and 12 motor trucks. Orders
received before noon shipped same day. Pool
Car Distribution. Private R. R. Siding. Free
Switching. Michigan Central R. R.

COLUMBIAN STORAGE & TRANSFER CO.
GRAND RAPIDS, MICH.

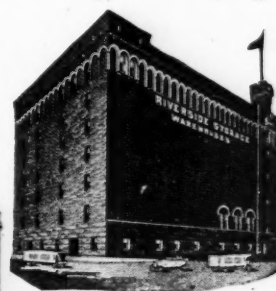
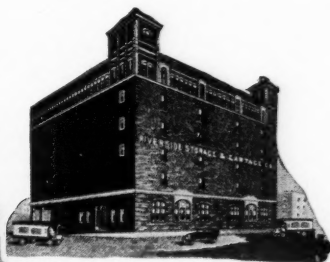
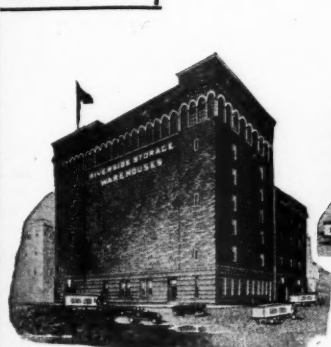
GRAND RAPIDS, MICH.

Elston Packing & Storage Company

Storage—Moving—Packing—Shipping

Office: Wealthy St. and Charles Ave., Grand Rapids, Michigan

DETROIT, MICH.



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Let us represent your interests in Detroit. Every
facility is provided for the most efficient handling
of your shipments of household effects.

Service personally directed, coupled with efficiency
and responsibility, will result in a satisfied customer
for you at destination.

RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.

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**Most Up-to-Date Warehouse
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Concrete Construction.
Absolutely Fireproof. Sprinkler Risk.
Lowest Warehouse Insurance Rate in State.
Track Capacity, 25 Cars.
Latest and Best Equipment for Handling

General Merchandise Storage

Cartage Facilities.
High Grade Service Guaranteed.
Negotiable Warehouse Receipts Issued.
Pool Car Distribution.

Furniture Manufacturers Warehouse Co.
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Transfer & Storage Co.**

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Established 1908. Most complete facilities for Storing, Moving, Distributing. 2 Warehouses, 100,000 sq. ft. Every modern convenience, resulting in service of the better kind.

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General Trucking

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Kent Storage Company
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Storage—Reforwarding—
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Members—American Chain of Warehouses
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HASTINGS TRUCK CO.

Est. 1873

Merchandise Storage and Distribution

Motor Trucks and Team Equipment for all
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Office in M. C. R. R. Freight House.

GRAND RAPIDS, MICH.

**12 Special Richards Warehouses to
Serve You in Grand Rapids**

All completely equipped and carefully classified for the storage of Automobiles, Machinery, Merchandise, Foodstuffs, Furniture, Rugs, Household Goods, etc.

All operating under a centralized control which directs the handling of all goods as you would have it done yourself.

All the facilities of your own Branch, without the expense and worry.

Could you want a better location for "Spot Stocks"?

Richards Storage Co.
Grand Rapids, Michigan

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**THE LARGEST MERCHANDISE WAREHOUSE
IN SOUTHWESTERN MICHIGAN**

Private Siding. Free Switching Service.
Moving—Packing—Storage

NATIONAL STORAGE COMPANY

Fireproof Warehouse
301-311 EAST WATER ST. KALAMAZOO, MICH.

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"Center of Michigan"

Fireproof Storage & Transfer Co.

SERVICE—SAFETY—SATISFACTION—GUARANTEED

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FIREPROOF WAREHOUSE—PRIVATE SIDING
POOL CAR DISTRIBUTION

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The only modern fireproof warehouse in
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RUG—TRUNK—SILVER VAULTS

WE KNOW HOW
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GENERAL WAREHOUSEMEN AND FORWARDERS
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SPRINKLER SYSTEM
Private Sidings M. C. R. R.
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Office
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DULUTH, MINN.

Established 1892
 Thirty-Two Years of Experience
DULUTH VAN & STORAGE CO.
 18 Fourth Avenue, West
 Modern Storage Facilities for
 Household Goods & Merchandise
POOL CAR DISTRIBUTORS
Located on Terminal Tracks—No Switching Charge

DULUTH, MINN.

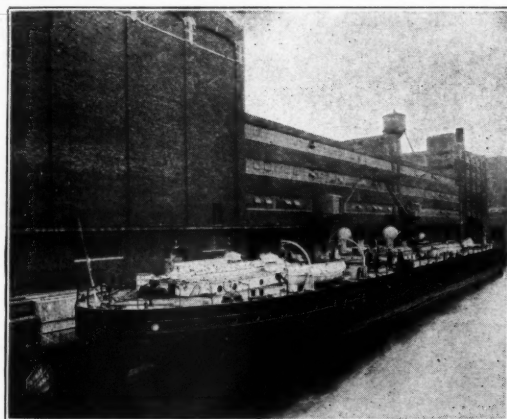
HART

TRANSFER & STORAGE CO.

Freight, baggage and express transfer. Furniture packing and moving. Light and heavy hauling. Private locked rooms. Heated piano and painting rooms. Advance charges remitted instantly. Packing. Storage. Shipping. Largest Padded Vans in the city. Private switch. No switching charges.

POOL CARS DISTRIBUTED

17 North Fifth Ave., West Duluth, Minn.

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McDougall Terminal Warehouse Co.

Owners of
MINNESOTA-ATLANTIC TRANSIT COMPANY
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The Northwest's Newest and Greatest Terminal

350,000 sq. ft. General Storage Space
 1,000,000 cu. ft. Cold Storage Space
 90-Car Track Capacity—Free Switching
 Insurance Rate 10c Complete Service
 2,000 feet Water Front

Water Transportation
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 Bi-Weekly Sailings Direct to New York
 All-water No Transfer
Fastest Lake and Rail Service
 Sailings Every Other Day—All Eastern Points
 Via Port Huron, Mich.

McDougall Terminal Warehouse Co.

New York

Duluth, Minnesota
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St. Paul

DULUTH, MINN.

SECURITY STORAGE & VAN CO.,
 14 EAST MICHIGAN ST.
 STORAGE AND TRANSFER
 OF HOUSEHOLD GOODS
 AND MERCHANDISE
POOL CAR DISTRIBUTORS
Located on Terminal Tracks No Switching Charge

MINNEAPOLIS, MINN.

When you think of Minneapolis, think of

BOYD

THE
 FACTS
 IN A
 NUT SHELL

Fireproof Warehouse for Household Goods with 1800 steam-heated rooms and compartments.
 Freight House for Pool Car Distribution and Merchandise Storage—Trackage for 20 cars.
 Thirty Enclosed Vans, reaching every section of Minneapolis and St. Paul.
 Members of Five Warehousemen's Associations.
 Net Resources over \$450,000.00.
 Thirty-five Years' Experience.

The Boyd Transfer & Storage Co.
"Specializing in the Care of Household Goods"

MINNEAPOLIS, MINN.

Cameron

TRANSFER & STORAGE CO.

734-758 Fourth Street North

Distributing and Warehousing Merchandise
 and Household Goods

Conveniently located in business district.
 Trackage on C. B. & Q. and G. N. Rys.

Motor Truck and Team Service
 Local and Long Distance Hauling

MINNEAPOLIS, MINN.

KEDNEY WAREHOUSE CO.

Merchandise Houses

8-22 Hennepin Ave., on C. G. W.

Trap Car and Motor Truck Service

Household Goods Houses

101 Third Ave. So. on Belt Line Tracks

Packing — Moving — Shipping

Members—A. W. A. C. W. C. Minn. W. A.

MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET
FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. Pool car distributors. Complete fleet of vans and motor trucks.



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MURPHY**Transfer & Storage Co.****900 Fourth St. North, Minneapolis, Minn.**

Fireproof, sprinklered, with the lowest insurance rates, the safety of your goods is not only assured, but at lower cost.

Three railroads connect direct to our platform: the G. N., M. & St. L., and C., B. & Q. All others switch free to us.

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**Skellet of Minneapolis**

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We aim to make our customers satisfied.

We take a keen pleasure in making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

SKELLET COMPANY

Main Office
201 South Fifth Street Minneapolis, Minn.
We operate Ballard Company in St. Paul

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Carey's Transfer & Storage*Expert Care of H. H. Goods*

Long Distance Moving—Packing and Shipping
Rates to Pacific Coast

CAREY'S TRANSFER & STORAGE

Sixth St. and Ninth Ave. Northeast
Member Minnesota Warehousemen's Association and
American Chain of Shippers, Inc.

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LANDWEHR TRANSFER & STORAGE

200 Sixth Avenue, North

Moving—Packing—Storing—Shipping

Piano Moving a Specialty

No Long Distance Hauling

Local Master Service

Household Goods and Merchandise Storage

Established 1898

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Freight Hauling
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Crating
Packing
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"SERVICE"

Merchandise Warehousing and Distribution
Household Goods Storage

Maier's Transfer & Storage Co.

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Long distance hauling

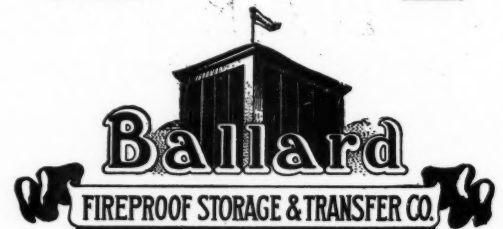
Motor Service

St. Cloud, Minn.

ST. PAUL, MINN.

St. Paul

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Distributors and Handlers of
HOUSEHOLD GOODS

ST. PAUL, MINN.

**CENTRAL WAREHOUSE COMPANY**

MERCHANDISE STORAGE and DISTRIBUTION

Saint Paul Midway Minneapolis

Where One Stock Serves the Twin Cities and Northwest
At the Junction of Nine Railroads
L. C. L. Shipping Without Carting

20 Warehouses Forty Acres Ground

Six Miles of Trackage

Served by Our Own Electric Locomotives

Motor Trucks for Local Deliveries

Your Patrons in the Northwest

Desire Quick Service**Let Us Help You Give It to Them**

MERCHANDISE BONDED and COLD STORAGE
INDUSTRIAL SITES

Shipping Station
Minnesota
Transfer,
Minn.



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DISTRIBUTION SERVICE, INC.

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NEW YORK CITY

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625 THIRD ST.
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Phone B.G. 9100

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An Association of Good Warehouses
Located at Strategic Distribution Centers

ST. PAUL, MINN.

FIDELITY STORAGE & TRANSFER CO.**HIGH GRADE STORAGE ACCOMMODATIONS**

Office, 331 Wabasha Street, Corner Fourth
Pooled Cars Distributed, Three Track Warehouses,
Merchandise and Household Goods

ST. PAUL, MINN.

Kedney Warehouse Co.

9th & Broadway—on G. N. & Burlington

**Merchandise Storage
and Distribution**Moving, Packing and Shipping
Household Goods

Members A. W. A., C. W. C., Minn. W. A.

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**ST. PAUL TERMINAL
WAREHOUSE COMPANY**New, clean, fireproof warehouses.
Located centrally in jobbing district.
LCL shipping without cartage.
Motor Trucks for store door delivery.
Bonded to the State.Merchandise Storage and
Distribution

ST. PAUL



WINONA, MINN.

Consign to

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54-56 East Second St., Winona, Minnesota

Packing. Shipping. Storage. H. H. C. and Merchandise.
Pool Cars. Long Distance Hauling.

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RICKS**Storage & Distributing Company
BONDED WAREHOUSEMEN**

Mississippi's Largest Warehouse

General Merchandise and Household Goods
Storage and DistributingModern Brick Buildings
Private Siding I. C. R. R.
Motor Truck ServiceMembers: American Warehousemen's Ass'n
National Furniture Warehousemen's Ass'n

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Tonnies Transfer & Storage Co.

1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

Bonded with State of
Missouri for \$25,000.00New York Office
Montul Warehouse Service, Inc.
296 Broadway

VIEW OF TYPICAL FLOOR

Insurance Rate 15c

474 ft. of K. C. Terminal Track No. 4354. Serving all
lines in and out. Express and Post Office next door.

800 ft. from Terminal Railroad Station

WE GIVE YOU PERSONAL SERVICE

SAM'L MENDEL, Pres.

H. E. BROOKS, Mgr.

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**Bankers
Warehouse Corporation**

6300 St. John Ave.

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General Warehousing Storage
Forwarding and Distributing
Absolutely Fireproof

Shipments Made Same Day Orders Are Received



VIEW SHOWING LOADING DOCK

If
there
are
any
favors
we
can
do
for
you
here
say
so.

KANSAS CITY, MO.

A-B-C Fireproof Warehouse Co.**Four Fireproof Warehouses**

Pool Car distribution of Household Goods and Automobiles. The location of our four fireproof warehouses is convenient to all parts of the city's residential districts. Your Kansas City shipments consigned to our care will be handled with extreme promptness and care. Your interests always safeguarded.

A-B-C and Kansas City are synonymous
Think of either and you think of the other

KANSAS CITY, MO.

**Location Plus Service Builds
Business for You**

Central Storage Co.

45 Years of Distribution Service

1422 ST. LOUIS AVE.



KANSAS CITY, MO.

**The Proof
of Our Pool Car Service**

"Let us again say that yours is 'unusual' warehouse service. We have never had pooled cars completely checked out and cleaned up the way you handled this one, and assure you of any further business to Kansas City.

"Yours very truly,

"The Curtis Corporation,
"By D. F. Harner."

We can perform the same *unusual* service for you.

Send your pool cars to

RADIAL WAREHOUSE COMPANY

KANSAS CITY, MISSOURI

Frank M. Cole, Gen'l Mgr.

ST. LOUIS, MO.

**Four of St. Louis' oldest and
largest household goods ware-
houses under "GENERAL"
management.**

**Langan & Taylor Storage & Moving
Co.**

**R. U. Leonori Auction & Storage Co.
American Storage & Moving Co.**

J. Brown Storage Co.

**In the world of household
goods warehousing, these
words are synonyms —**

**SAINT
LOUIS
MISSOURI**

&

**GENERAL
WAREHOUSING
COMPANY**

ST. LOUIS, MO.

**BEN A. LANGAN
FIREPROOF STORAGE CO.**

5201 to 5209 Delmar Ave.

ST. LOUIS

**Expert Movers and Forwarders of
HOUSEHOLD GOODS**

**Our Auto Van Service is Unexcelled
Your Interests Will Be Safely Guarded**

ST. LOUIS, MO.

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Fireproof Storage & Moving Co., Inc.

4116 N. UNION BLVD.

**CONCRETE CONSTRUCTION
FIREPROOF WAREHOUSE
FOR FURNITURE**

Merchandise Storage and Distribution

Bonded Warehouse On Terminal Switch For Car Lots

ST. LOUIS, MO.

ST. LOUIS, MO.

JOSEPH A. MRAZEK

Operating

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The West End Moving and Storage Co.
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LOCAL AND LONG DISTANCE MOVING

**Storage, Moving, Packing and Shipping
of Household Goods**

Member of the M. W. A., St. L. W. A., & St. L. V. O. A.

ST. LOUIS, MO.

The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent reshipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



Pennsylvania Terminal Warehouse Co. of St. Louis, Missouri.

R. F. Abernathy, Resident Mgr.

OMAHA, NEBR.

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution
Pool cars solicited

Private Siding Motor Trucks

Our Warehouse is in the Center
of the Jobbing and Business District.

Service That Satisfies Is Our Motto

Members of the Central Warehousemen's Club,
American Warehousemen's Ass'n.

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Borley Storage & Transfer Co., Inc.

Pool Car Distributor

STORAGE—FURNITURE
MERCHANDISE

HAULING, LIGHT & HEAVY
TWO WAREHOUSES

Private Railroad Siding
All Railroad Connections

OMAHA, NEBR.

Terminal Warehouse Company

702-712 S. Tenth Street

CENTRALLY LOCATED
POOL CAR DISTRIBUTION.
MERCHANDISE STORAGE AND TRANSFER.
IMPLEMENTS STORAGE AND TRANSFER.
COMPLETE HOUSEHOLD GOODS SERVICE.
WE RECIPROCATE.

OMAHA, NEBR.

BEKINS OMAHA VAN and STORAGE

Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

OMAHA, NEB.

W. C. FERRIN VAN & STORAGE CO.

Storage, Moving, Packing,
Shipping Household Goods.
Separate Locked Rooms.
Railroad Siding.

S. E. Corner 15th St. and Capital Ave. Omaha

ATLANTIC CITY, N. J.

ELDRIDGE EXPRESS and STORAGE WAREHOUSE CO.

Office: 110 N. South Carolina Avenue
Inter-City Auto Service Heavy Hauling



Railroad
Siding and
Storage Yard

Storage for
Goods and
Merchandise

Piano Moving

Phone 108

OMAHA, NEBR.

GORDON Fireproof Warehouse & Van Co.

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic
sprinkler systems.

Accommodations for brokers, jobbers, automobile manu-
facturers, etc.

Household Goods Packed, Stored and
Forwarded

MEMBER:

American Warehousemen's Association.
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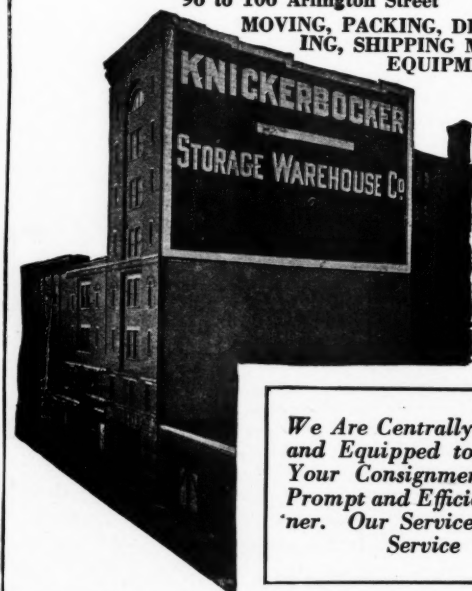
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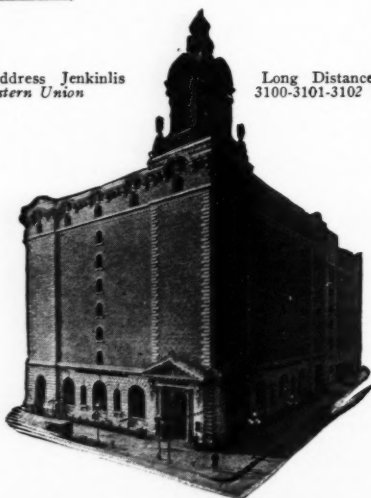
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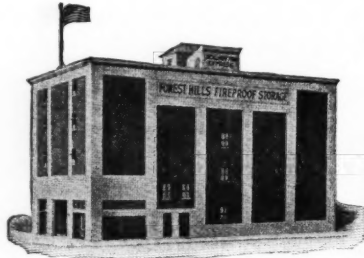
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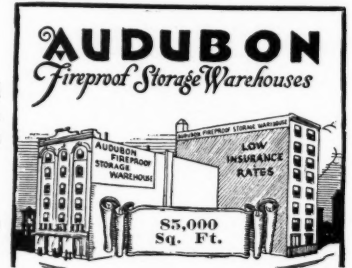


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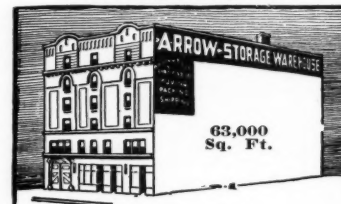
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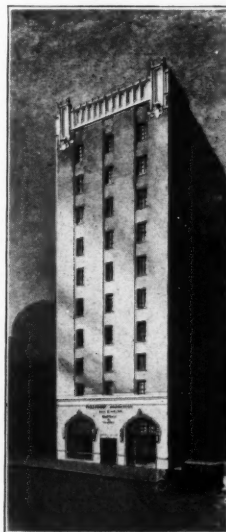
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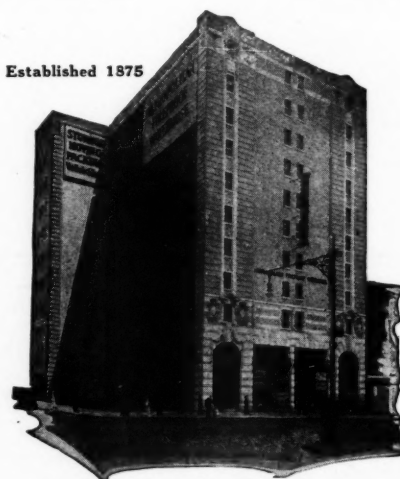
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A. Santini & Sons, Inc.

439-445 E. 149th St. (near 3rd Avenue)
Bronx, New York

Located in the Hub of the Bronx

100 yds
N.Y.C.R.R.



$\frac{3}{4}$ mile
L.V.R.R.

Convenient to all railroad terminals.

About $\frac{1}{4}$ mile
N.Y.N.H.&E.
PENN.R.R.

Largest Fireproof Warehouse in the Bronx

A Fleet of Fifteen Padded Vans.

Movers and Packers Storage Forwarders

Low Insurance Rate

THE ORIGINAL SANTINI

Established 1887

NEW YORK
STATEN ISLAND } N. Y.

C. H. BROWN, Pres.

STORAGE RICHMOND WAREHOUSES

West New Brighton, N. Y.

Shipments to Staten Island Solicited

Warehouses located at West New Brighton
and Tompkinsville

Members N. F. W. A. and N. Y. F. W.

NEW YORK, N. Y.

TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed

Minimum Handling Expense

Building Equipped

With Automatic Fire Alarm

Erie Railroad Siding

New York Office
and
Warehouse:
28th St. & 11th Ave.
Erie R. R. Tracks

Chicago Office
and
Warehouse:
3615 Iron Street
Chicago, Ill.

NEW YORK, N. Y.

SUNRISE STORAGE COMPANY, Inc.

456-458 East 173d St., Bronx, New York City

Dependable, direct and satisfactory service can be given your customers by sending shipments for any part of New York City, particularly the Bronx and Westchester Co., to us.

STORAGE MOVING PACKING SHIPPING
OF HOUSEHOLD GOODS

Collections made and promptly remitted

NEW YORK, N. Y.

"We Move in Society"

HUGH F. WARD & BRO.

MOVING, PACKING AND SHIPPING

Storage Warehouses, 540-542 West 38th Street, New York

Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

NEW YORK, N. Y.

A Room for Every Load of Furniture

The Tiffany Fireproof Storage Warehouses

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

Efficient Service Our Motto
Packing—Shipping—Crating

Members of
National Furniture Warehousemen's Association
N. Y. F. W. A., V. O. A. of Greater New York

NIAGARA FALLS, N. Y.

WILLIAM YOUNG

TRANSFER AND STORAGE OF
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY

"Unexcelled SERVICE"

OGDENSBURG, N. Y.

DELOR DOE*Truckman and Warehouseman*

Pool Cars and Distribution. Storage for Out-of-Town Concerns. General Trucking and Storage of Household Goods, Merchandise, Safes, Machinery, Pianos.

21 ROSSEEL ST.

OGDENSBURG, N. Y.

ROCHESTER, N. Y.

Storage of automobiles and general merchandise—N.Y.C. R.R. siding—Pool Car Distribution—Motor Service.

Monroe Warehouse Company, Inc.

Established 1823

1044 University Ave.

ROCHESTER, N. Y.

**General Merchandise Storage**

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

*Service That Brings Results***B. R. & P. Warehouse, Inc.**

E. D. Davis, President

Rochester, N. Y.

ROCHESTER, N. Y.

Arthur S. Blanchard, President

Blanchard Storage Co., Inc.Storage
Moving**HOUSEHOLD GOODS**Packing
Shipping

FIREPROOF AND NON-FIREPROOF WAREHOUSES

Main Office: Broad at Oak St.

Members N. F. W. A. and A. W. A.

ROCHESTER, N. Y.

J. C. Clancy Carting Company

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N. Y.

SAM GOTTRY CARTING CO.,

Office: POWERS BLDG.

Household Goods and General Merchandise

Direct Siding: Rome, Watertown & Ogdensburg R. R. (Branch N. Y. C.)

Pool Car Shipments—Motor Truck Equipment for Handling All Heavy Work

Specialize—Glucose, Paper, Machinery, Sugar, Pails

ROCHESTER, N. Y.

Members N.F.W.A., A.W.A., N.Y.F.W.A.

ROCHESTER STORAGE WAREHOUSES

Fireproof and Non-Fireproof

Owned and Operated by

ROCHESTER CARTING CO.

Storage Moving Packing Shipping

ROCHESTER, N. Y.

JOSEPH A. SCHANTZ CO.

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

SCHENECTADY, N. Y.

CAMPBELL'S WAREHOUSE

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD GOODS EXCLUSIVELY

Correspondence invited

SYRACUSE, N. Y.

King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station

**COMMERCIAL and FURNITURE STORAGE****PRIVATE RAILROAD SIDINGS****DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

358-376 West Water St.

MEMBERS

American Warehousemen's Association
National Furniture Warehousemen's Association

SYRACUSE, N. Y.



"A Good Sign of Real Service"

DIETS STORAGE WAREHOUSE

OFFICE: 108 WILKINSON ST.

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.
of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

UTICA, N. Y.

Seneca Warehouse Co., Inc.

125,000 sq. ft. of Fireproof Storage.

Insurance rate 12c.

Private R. R. Siding—6 Cars.

MERCHANDISE—POOL CAR DISTRIBUTION.

WATERTOWN, N. Y.

WINSLOW TRUCKING CO., Inc.

GENERAL STORAGE, TRUCKING AND TRANSFER
FIREPROOF WAREHOUSE LARGEST IN NORTHERN NEW YORK

Moving, Packing, Shipping

Members: N. F. W. A. and A. W. A.

WHITE PLAINS, N. Y.

Carpenter Storage, Inc.

29-31 Brookfield St.

Also serving

Tarrytown

Scarsdale

Hartdale

Mamaroneck

Portchester

Larchmont

One of the most modern and best
equipped Storage Warehouses in
Westchester.

Household Goods Exclusively
Low Insurance Rate

Packing—Crating—Shipping

Members N.Y.F.W.A. Reference,
Any Bank in Our City

YONKERS, N. Y.

McCann's Storage Warehouse Co.

3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester
County—serving entire county.

CHARLOTTE, N. C.

Is the natural distributing point for North and South Carolina. We distribute pool cars, store merchandise only and act as branch house for manufacturers. Fireproof warehouses. Free switching with all roads entering City.

AMERICAN BROKERAGE & WAREHOUSE CO.

Established 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

Union Storage & Warehouse Co.

BONDED

3 Warehouses—2 Fireproof—One Sprinklered

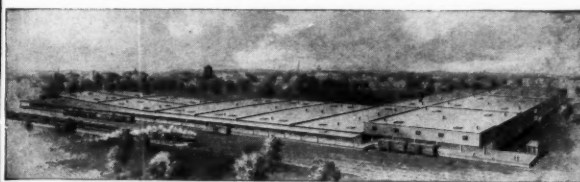
A population of 5,000,000 within 150 mile
radius in the geographical and commercial
center of the Carolinas.

General Merchandise Storage and Distribution.
Household Goods. Storage. Packing. Ship-
ping. Textile Goods. Cotton, etc.

Private Siding

Insurance Rate 22½ to 78c

GREENSBORO, N. C.



Rucker Bonded Warehouse Corporation

Greensboro, North Carolina

Storage of Merchandise—Forwarding Merchandise.

Private Railroad Sidings. Sprinkler System

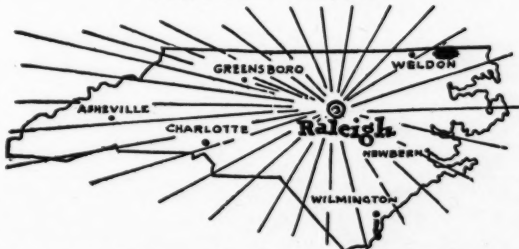
Low Insurance Rate.

Pool Cars Handled Quickly

MEMBERS: A. W. A.

RALEIGH, N. C.

IN THE CENTER IS THE NATURAL DISTRIBUTING
POINT FOR CAROLINA



CAROLINA STORAGE & DISTRIBUTING CO.

Merchandise Storage and Distributing

Pool Cars A Specialty

Motor Service

WASHINGTON, N. C.

Beaufort County Storage Warehouse Co., Inc.

(Bonded)

General Merchandise Storage and Distribution
For All of North Carolina and SouthDirect A. C. L. siding. W. & V. switching arrangements with
Norfolk & Southern

WINSTON-SALEM, N. C.

LENTZ Transfer Company
Storage WarehousesPacking, Storing, Shipping of Household Goods
General Merchandise Storage and Distribution

Direct Norfolk & Western Siding

Motor Truck Service

FARGO, N. D.

UNION TRANSFER COMPANY

(BONDED WAREHOUSE)

Three warehouse units total of 126,000 sq. ft. of floor space.
Merchandise, agricultural implements, household goods.
Ship pool cars and spot stocks in our care. No car switch-
ing charges.

806-810 Nor. Pac. Ave.

AWA—CWC—ACW—Minn. WA

GRAND FORKS, N. D.

Kedney Warehouse Co.

FIREPROOF STORAGE

Merchandise and Household Goods
Pool Car Distribution—Moving—Packing

Members—A. W. A. C. W. C. Minn. W. A.

AKRON, OHIO

**THE
CITY VIEW
APARTMENT & STORAGE CO.**

LARGEST FIREPROOF STORAGE CO.

IN

AKRON

Commercial & Household Goods

LOCATED IN THE HEART OF AKRON
on B & O RAILWAY—FREE SWITCHING

AKRON, OHIO

The W. Lee Cotter Warehouse Company
Cor. Mill & College St. 97 E. South St.Household Goods, Storage,
Moving, Packing

Member N. F. W. A.

Merchandise Storage
Motor Freight Service

Member A.W.A., A.C.W.

AKRON, OHIO

**The KNICKERBOCKER
WAREHOUSE and STORAGE CO.**

36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE

FIREPROOF WAREHOUSE

MOTOR TRUCKING

CANTON, OHIO

Our Experience and Modern Facilities Make
Us More Than Just a Warehouse

STORAGE—DISTRIBUTION—DRAYING

THE CUMMINS STORAGE CO.

Private Sidings

Free Switching

CANTON, OHIO

**W. H. Schneider Storage Co.**5th & B. & O. So. West
Canton, OhioGENERAL MERCHANDISE
& HOUSEHOLD GOODS

We specialize in pool cars

STORAGE, DISTRIBUTING
FORWARDING, POOL CARS

Private Siding B. & O. R. R.

Member American Warehousemen's Association

CINCINNATI, OHIO

**Cincinnati Terminal
Warehouse Co.**

See our advertisement on front inside cover page.

CINCINNATI, OHIO

STORAGE
Warehousing and DistributingCAPACITY OVER 300,000 SQ. FT.
Sprinkler System.**Low Insurance Rate**Railway siding.
Prompt and efficient services.WAREHOUSE RECEIPTS ISSUED BY US
ARE READILY NEGOTIABLE FOR CASH**The Cincinnati Tobacco Warehouse Co.**

CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;
R. W. Pagels, Treasurer.

The Fred Pagels Storage Co.

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
Complete Transfer Facilities

Member
of
National Furniture
Warehousemen's
Association
and
Ohio Furniture
Warehousemen's
Association



MAIN OFFICE
937 West 8th St.

Four blocks from
any R. R. entering
Cincinnati.

CLEVELAND, OHIO

THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution
and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES
Sprinkler System

3 Warehouses, Private Siding,
C. C. C. & St. L. R. R.

CINCINNATI, OHIO

A Good Reputation of Long Standing



Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transshipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, are good causes for you to entrust your warehousing interests to us.

Panhandle Storage Warehouse Cincinnati, Ohio.

J. F. Upperman, Resident Manager

CLEVELAND, OHIO

Mercantile Storage and General Trucking

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

THE CURTIS BROS. TRANSFER COMPANY
Cleveland, Ohio

CLEVELAND, OHIO

Ship Your Cleveland Freight

Direct care Gregg Cartage Co. Freight to and from depots.
Storage and delivery on request.
Distribution of Samples, Packages and Circulars.

GREGG CARTAGE & STORAGE COMPANY
Storage and Warehouse, 633 Huron Road CLEVELAND, OHIO

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.
222 and 224 East Front Street

Member of { American Warehousemen's Assn.,
{ American Chain of Warehouses

CINCINNATI, OHIO

THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

CLEVELAND, OHIO



*Lederer Has Something
in Store for You*

LEDERER TERMINAL

MERCANTILE WAREHOUSES

CLEVELAND, OHIO

The Knickerbocker Storage Co.

7724 Detroit Ave.
Cleveland, Ohio

HOUSEHOLD STORAGE

Moving

Packing

Shipping

Member American Warehousemen's Assn.

CLEVELAND, OHIO

The Pennsylvania Railroad freight yards adjoin our Euclid Avenue warehouse, while the New York Central Belt Line with a private siding at our Blue Rock Branch connects us directly with all railroads entering Cleveland.



The LINCOLN STORAGE Co.

Main Office: 5700 Euclid Ave., Cleveland, O.
Depositories at 5660-5704 Euclid Ave. and
11201 Cedar Ave.

GEO. A. RUTHERFORD, Pres.
W. R. THOMAS, Vice-Pres.
W. H. TURNER, Secy. and Treas.

Car load shipments to 11201 Cedar Ave., N. Y. C.
Belt Line—L. C. L., Penna., Euclid Ave. Sta.—
Other R. Rs. to Cleveland, O.

Member: N. F. W. A., A. W. A., and C. F. W. A.

CLEVELAND, OHIO

THE LAKESHORE MOVING & STORAGE CO.

636 East 105th St.



Members

The Ohio Motor Truck Club

CLEVELAND, OHIO

EVERY service in Storing, Moving, Packing and Shipping under expert supervision. Valuables such as works of art may be entrusted to our care with the assurance of safe delivery or storage. Courtesy with efficiency our motto.

Storing, Moving, Packing, Shipping

The MEAD REDHEAD COMPANY

1108 East 123 St.

Cleveland, Ohio

CLEVELAND, OHIO

Ninth Street Terminal Warehouse Co.

1200 West Ninth St.

See our advertisement on front inside cover page.



The Men Who Distribute

U. S. Envelopes

Read **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

CLEVELAND, OHIO

Shipments Into Cleveland Territory

consigned to NEAL receive
the same conscientious
attention as though you
were here yourselves.

The best in FACILITIES
and EXPERIENCED MEN
backed by a sincere
desire to really serve your
interests—that's our
standing offer and
invitation for you to use
our services.



A. W. NEAL, President

C. J. NEAL, Vice-President

W. R. KISSICK, Secretary

The NEAL FIREPROOF STORAGE CO. 7208 & 11607 EUCLID AVE. CLEVELAND, OHIO.

CLEVELAND, OHIO

THE SCOTT BROS. Fireproof Storage Co.

1838-40 East 55th Street



MEMBERS

[Cleveland Furniture Warehousemen's Association.]
[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO

99 Out of 100 Say the Same

DU PONT HOUSEHOLD APPLIANCE CO.
HOUSEHOLD SPECIALTIES

PHONE 578-535
854 SOUTH HILL STREET
LOS ANGELES, CALIF.



October 6, 1924.

Windermere Storage Co.,
Cor. Dean & Euclid Sts.,
East Cleveland, Ohio.

Gentlemen: ATTN. MR. HEIL

This message is a little delayed but I
want to take this opportunity of thanking you
for the careful attention given my household goods
in connection with the shipment of same to me
here at Los Angeles.

Everything came through in excellent
shape, in fact, I could not even find one scratch
on any piece of furniture. The storage company
who uncrated the shipment stated that in all their
experience they had never seen furniture more care-
fully wrapped and crated.

Service of this kind cannot help but be
appreciated and I want to add my appreciation to
your long list of satisfied customers.

Very truly yours,

DU PONT HOUSEHOLD APPLIANCE CO.

By *W. R. Kissick*
Manager

DM,MS.

We Solicit Your Business on Same Basis

THE WINDERMERE STORAGE CO.

Formerly the Windermere Transfer & Moving Co.
14441 Euclid Ave. 1451-5-9 Hayden Ave.
East Cleveland, Ohio

C. F. W. A.

Members of
O. C. H.

N. F. W. A.

COLUMBUS, OHIO

The W. Lee Cotter Warehouse Company
32 East Swan St.*Merchandise Storage and Distribution**Motor Freight Service*

Member A. W. A., O. W. A.

COLUMBUS, OHIO

Consign H. H. G. to

EDWARDS at Columbus

Edward's Service guarantees the shipper all that he expects.

PACKING STORAGE
LOCAL and LONG DISTANCE
MOVING**The Edwards Transfer & Storage Company**
Columbus, Ohio

Members NFWA—OACH—OWO—NTMTOA

COLUMBUS, OHIO

Safety First

**The Fireproof
Warehouse & Storage Company**1018-30 North High Street
Columbus, Ohio**TRANSFERRING — STORING — PACKING**

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO.

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

SERVICE THAT WILL SATISFY

COLUMBUS, OHIO

THE OHIO WAREHOUSE CO.

544-560 Park St. So., Columbus, Ohio

IN THE HEART OF OHIO**IN THE HEART OF COLUMBUS**

General Storage and Distribution

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

MANSFIELD, OHIO

The W. Lee Cotter Warehouse Company
40 W. Third St.*Household Goods and Merchandise Storage**Fireproof Warehouse**Motor Freight Service*

Member N. F. W. A., A. W. A., A. C. W.

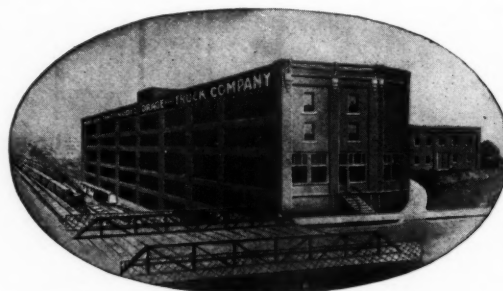
MARION, OHIO

**MERCHANTS
Transfer Company****160 McWILLIAMS COURT, MARION, OHIO**

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

SPRINGFIELD, OHIO

**Springfield, Ohio
Shipments!**

Bill through

WAGNER**Fireproof Storage and Truck Co.**

Siding on Pennsylvania Lines. Free Switching Tariff. Excellent and complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for

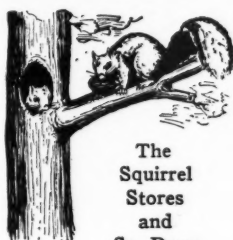
City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

The Men Who Distribute

Revere SugarRead **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

SPRINGFIELD, OHIO



The
Squirrel
Stores
and
So Does

W. P. BYERMAN

Expert Movers and Packers
of HOUSEHOLD GOODS

Citizens Transfer and
Storage

W. P. BYERMAN

Private Siding on C. C. C. &
St. L. R. R.



TOLEDO, OHIO

Let "RATHBUN" Do It

THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and
Merchandise

Members Nat'l F. W. Asso.

TOLEDO, OHIO

The W. Lee Cotter Warehouse Company
201 Cherry St.

Merchandise Storage and Distribution

Excellent Service

Member A. W. A., A. C. W.

TOLEDO, OHIO

SERVICE THAT SERVES

Consign Your Shipments to

THE TOLEDO MERCHANTS
DELIVERY & STORAGE COMPANY

135 Tecumseh St.

Newly-Completed Fireproof Storage

For

Household Goods and Merchandise

Private Siding Nickel Plate R. R.

Free Switching

Moving—Packing—Shipping—Motor and Team Truck Service

Half Mile Circle from Wholesale Dist.

TOLEDO, OHIO



"SHIP TO TOLEDO AND
CONSIGN TO DEPENTHAL"

We are specialists in furniture packing, local and long
distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the B. & O.

Member of National Furniture Warehousemen's Association.

DEPENTHAL TRUCK & STORAGE CO.

Main Office, 108 Summit Street, Toledo, Ohio

TOLEDO, OHIO

THE GENERAL
FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members: The National Furniture Warehousemen's Ass'n
American Warehouse Association

TOLEDO, OHIO

THE TOLEDO STORAGE CO.

347-49-51-53-55 SOUTH ERIE ST.

formerly The Hassett Storage Company

Jobber's Warehouse

Forwarding—Cartage

Merchandise Storage Only

Distributing of Pool Cars

Warehouse Located on T. St. L. & W. R. R.—Nickel Plate R. R. 3 Car Siding

Every facility for the handling of your goods

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY
Established 1894

The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.
ESTABLISHED 1887 INCORPORATED 1922

CRATING — PACKING — MOVING

STORAGE

YOUNGSTOWN, OHIO

CHICKASHA, OKLA.

Rock Island Transfer & Storage Co.

Merchandise Pool Cars Distributed

Logical Distributing Point of the South West Territory

Chickasha, Okla.

MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.

2—Fireproof Warehouses

Merchandise and Household Goods

Stored—Pool Cars Distributed

Railroad Siding.

KEEP IT UP!

One step won't take you very far, you've got to
keep on walking;

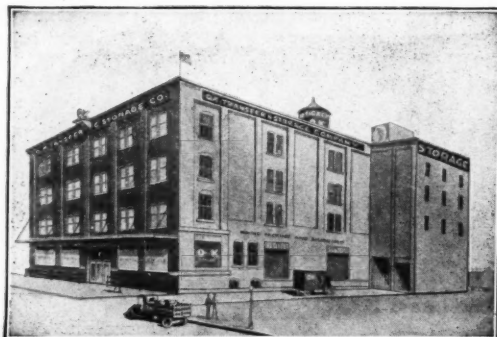
One word won't tell them what you are, you've
got to keep on talking;

One inch won't make you tall, you've got to keep
on growing;

One little "ad" won't do it all, you've got to keep
'em going.

Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
American Warehousemen's Association.

OKLAHOMA CITY, OKLA.



WAREHOUSE No. 2

IN OKLAHOMA

We are the leading warehouse specialists and best equipped to serve your needs. Rail facilities for twenty cars, fireproof buildings, motor truck and team service. An organization of experts, 30 years under present management.

LOWEST INSURANCE RATE IN OKLAHOMA

O. K. Transfer & Storage Co.

A. C. WEICKER, President

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN

Hauling, Storing and Shipping
Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse
Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

TULSA, OKLA.

Tulsa Storage & Transfer Co.

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

PORTLAND, ORE.

B E K I N S
MOVING and STORAGE

Portland, Ore. Seattle, Wn. Vancouver, B. C.

PORTLAND, ORE.

General Warehousing
Storage - Distribution
Portland
Oregon



*Logical distributing point
of the
Pacific Northwest Territory*

PORTLAND, ORE.

G. W. CUMMINGS
President

J. H. CUMMINGS
Secretary

Northwestern Transfer Co.

Incorporated 1888

STORAGE - DISTRIBUTION - HAULING

Free Trackage All Railroads

We Make a Specialty of Distributing Pool Cars

Office, 64 Front Street

PORTLAND, ORE.

Oregon Transfer Company

474 Glisan St.

PORTLAND, OREGON

We have 200,000 square feet of Class A warehouse space, a complete drayage equipment and a well organized force of experienced men in all departments.

Storage, Drayage, Distribution

ALLENTOWN, PA.

Hummel Warehouse Company

728-40 N. 15th Street

Pool Car Distribution and Forwarding.

Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

BETHLEHEM, PA.

ALLENTOWN, PA.

F. G. LAZARUS
20th Century Storage

Moving, Storing, Packing, Crating, Shipping
of Household Goods and Merchandise

Direct R. R. Siding Lehigh Valley.

CHESTER, PA.

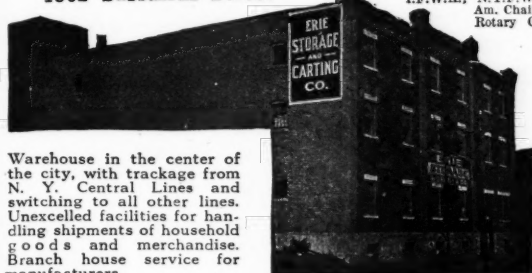
Headley's
Express & Storage Co., Inc.
General Storage
Merchandise and Household Goods
Moving, Packing and Shipping

ERIE, PA.

ERIE STORAGE & CARTING COMPANY

1502 Sassafras Street

Members of A. W. A.,
I.F.W.A., N.Y.F.W.A.,
Am. Chain &
Rotary Club

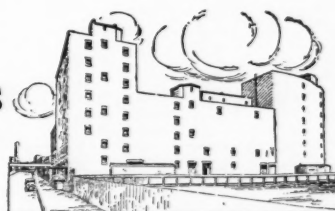


Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.
P. R. R. Sidings. HARRISBURG, PA.

ERIE, PA.

ERIE WAREHOUSE COMPANY

**MERCHANDISE
STORAGE DISTRIBUTION**

"a complete and efficient service"

PRIVATE TRACKAGE MOTOR TRUCK FLEET

HARRISBURG, PA.

The Heart of Distribution



Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

Keystone Warehouse
Harrisburg, Pa.

Elmer C. Finkenbinder, Resident Manager

ERIE, PA.

LAKE AND RAIL

Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.

Fort Erie Warehouses & Docks
Erie, Pa.

J. M. Dunkle, Resident Manager



ERIE, PA.

Union Storage Co. of Erie

See our advertisement on front inside cover page.

HARRISBURG, PA.

MONTGOMERY & CO.

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities Pool Car Distribution
Members A.W.A. and American Chain of Warehouses

JOHNSTOWN, PA.



I. D. REPLOGLE STORAGE CO.
438 HORNER STREET

**Household Goods and
Merchandise Storage**

Pool Car Distribution. Private B. and O. R. R. Siding.
Complete Warehouse Service.

Members Penn. F.W.A. and N.F.W.A.

LANCASTER, PA.

S. S. BERTZ & CO., 226 West Lemon Street
STORAGE WAREHOUSE
 General Merchandise Distribution
 Pool Car Shipments
HOUSEHOLD GOODS STORAGE
 Local and Long Distance Hauling—Direct Railroad Siding—Both
 Pennsylvania R. R. and Philadelphia & Reading
 CORRESPONDENCE SOLICITED

LANCASTER, PA.

KEYSTONE STORAGE COMPANY
 STORAGE—DISTRIBUTORS—FORWARDERS
 Merchandise and Household Goods
 MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
 Siding on P. R. R. and P. & R.

LANCASTER, PA.

Lancaster Storage Co.
 Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-
 ferring, Forwarding

Manufacturer's Distributors, Carload Distribution
 Local and Long Distance Moving
 Railroad Sidings

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Fireproof Storage Est. 1875
JAMES MCGINNIS CO.
 201 E. La Fayette St.

Complete Warehouse Service—Moving, Packing, Shipping of
 Household Goods and Merchandise. Also serving—Consho-
 hocken, Pottstown, Phoenixville, Lansdale, Collegeville, Pa.
 Send bill of lading to us.

OIL CITY, PA.

CARNAHAN
Transfer and Storage

The most reliable transfer in Venango County. Fireproof ware-
 house. Private rooms for furniture and pianos. General hauling.
 Overland hauling. Piano moving. Furniture packing a specialty.
 Forwarding agents. Members N. F. W. A.

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FIDELITY
Storage & Warehouse Company

Special attention given to
 shipments from other ware-
 houses.

Charges collected and re-
 mitted promptly.

1809-11-13 Market St., Phila., Pa.
 Members: N. F. W. A. and A. W. A.

PHILADELPHIA, PA.

**Let Us Store and Distri-
 bute Your Merchandise**

Our well equipped PUBLIC STORAGE
 WAREHOUSE is conveniently located,
 containing 8 acres of floor space.

FOR RENT

Separate floors or buildings at extremely
 low rentals.

P. R. R. Siding adjoins our
 Buildings.

Phila. Belt Line Connections.

**FRANKLIN WAREHOUSING
 COMPANY, Inc.**

Delaware Ave., Kenilworth, Penn, Swanson
 & Bainbridge Sts.

Bell Phone, Lombard 59-66

Keystone Phone, Main 18-05

Represented by J. P. WARNER, Formerly of
 INTERNATIONAL WAREHOUSING CO.

PHILADELPHIA, PA.

ESTABLISHED 1855
 Phone Lombard 25-71

Godley's Storage Warehouses
 714 S. Swanson Street (Cor. Kenilworth St.)
 Philadelphia, Pa.

STORAGE FOR FREE AND U. S. CUSTOMS
 BONDED MERCHANDISE



Track connections
 Pennsylvania Railroad
 Philadelphia & Reading Railroad

Mdse. Distribution. Pool Cars.

PHILADELPHIA, PA.

LOEB SERVICE
 in Philadelphia

American Warehouse and Distributing Co.
 Delaware Ave., Swanson and Queen Sts.
 Private Siding P. R. R. and Belt Line to all R. R.

Loeb Cold Storage and Warehouse Co.
 1224-6-8 Frankford Ave.

Fireproof

Any temperature

H. Loeb & Son, 33rd and Master Sts.
 Private Siding Phila. & Reading R. R.
 Motor Truck Delivery Service

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

PHILADELPHIA, PA.

**MILLER NORTH BROAD
STORAGE COMPANY**

MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE
PHILADELPHIA, PENNSYLVANIA

Members: N. F. W. A. and A. W. A.

The Men Who Distribute

Vacuum Oil

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PHILADELPHIA, PA.

Mr. Warehouseman

If you are interested in a big money-making side line which you can develop in your spare

MOVING . FOR PARTICULAR PEOPLE



LEHIGH AT 21ST ST. PHONE DIA. 7980

time, let us know. We have a real money-maker for you.

PHILADELPHIA, PA.

**Philadelphia
LOGISTICS**

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

PHILADELPHIA, PA.

9 Warehouses

27 Acres of Floor Space

Sea and Rail

Trackage Facilities for 48 Cars

Reading R. R.

Penn. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car department.

FACILITIES—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. PERSONNEL—Trained to intelligently handle all merchandise.

TERMINAL WAREHOUSE COMPANY
Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY
DISTRIBUTION SERVICE, INC.

100 BROAD ST., NEW YORK CITY
Phone B.G. 8100

427 W. WAB ST., CHICAGO
Phone Sup. 7180

624 THIRD ST., SAN FRANCISCO
Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers

PHILADELPHIA, PA.

Established 1903

MANUFACTURERS'
DISTRIBUTORSDirect delivery service throughout Philadelphia
and Camden :: Correspondence solicited

Address

Office—5th and Byron Streets
CAMDEN, N. J.

PITTSBURGH, PA.

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Transfer and Storage Company

FIREPROOF
FURNITURE WAREHOUSE
100,000 square feet.

Consign Pittsburgh Shipments to Us.

1012 to 1018 Western Avenue

Established 1865

Member A. W. A.

PHILADELPHIA, PA.

Household Effects



Fireproof Warehouse

"A Service as Good as Its Reputation"

20th CENTURY STORAGE WAREHOUSE CO.

3120 MARKET STREET

(Member—N. F. W. A. and P. F. W. A.)

PITTSBURGH, PA.

Duquesne's Offer:
Certain Satisfaction

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

Duquesne Warehouse Co.
Pittsburg, Pa.

H. A. Bietendeufel, Superintendent.

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MOVING & STORAGE CO.

MAIN OFFICE AND WAREHOUSE

739-741-743 Penn Ave.

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Homewood Ave. and P. R. R., Pittsburgh, Pa.

Member National Furniture Warehousemen's Association

Member Pennsylvania Furniture Warehousemen's Association

Your patronage solicited and reciprocated.

PITTSBURGH, PA.

IN
PITTSBURGH
IT'S

BLANCK'S

TRANSFER & STORAGE CO.

SINCE 1880

MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

PITTSBURGH, PA.

SERVICE TO THE
CORRESPONDENT

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty
Station (Pittsburgh, Pa.)

Established 1889

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STORAGE AND TRANSFER CO.
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

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TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

MURDOCH

STORAGE & TRANSFER COMPANY

General Office and Warehouses

546 NEVILLE STREET
PITTSBURGH, PA.

Branch Warehouse, Wilksburg, Pa.

Murdoch Means Service

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Established 1910

PITTSBURGH DISTRIBUTING CO.POOL CARS DISTRIBUTED
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PITTSBURGH, PA.

620 Empire Building

Tel. 1574 Smithfield

PITTSBURGH, PA.

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Transfer and Storage Co.

Consign Pittsburgh Shipments
All Fireproof Warehouses

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7535 Penn Avenue

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READING, PA.

Columbian Warehouse CompanyStorage, New Merchandise Exclusively.
Modern Building, Lowest Insurance Rates.
S. W. Cor. 5th & Laurel Sts.

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Established 1894.

"He Profits Most Who Serves Best" (Rotary)

The Quackenbush Warehouse Co.

Incorporated

Storing, Packing, Carting.

Shipping, R.R. Siding, Manufacturers' Distributors.

Correspondence Solicited

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Members A. W. A. and A. C. W.

Storage in transit privilege accorded.

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Local & Long Distance Hauling
Manufacturers' Distributors—
Carload Distributions
R. F. POST ESTATE

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service
Milling-in-Transit and Pool Cars

19-35 New Bennett St.

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WILLIAMSPORT, PA.

The Williamsport Storage Co., Inc.

GENERAL MERCHANDISE STORAGE

Pool Car Distribution and Forwarding

Prompt and Efficient Service

Members A. W. A. and P. W. A.

Correspondence Solicited.

PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

BROADWAY STORAGE CO.

Packing and Merchandise Distributors

Merrill & Federal Streets,

Providence, R. I.

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES

Household Furniture and Pianos

Packing, Crating and Shipping.

62 to 70 Dudley Street.

**Pick Your
Consignee**from the companies listed in
this section—they are the "live
wires" of the field and will han-
dle your shipments promptly
and efficiently.

PROVIDENCE, R. I.

TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

Allen Avenue, Foot of Oxford Street on Providence River
PROVIDENCE, RHODE ISLAND, U. S. A.

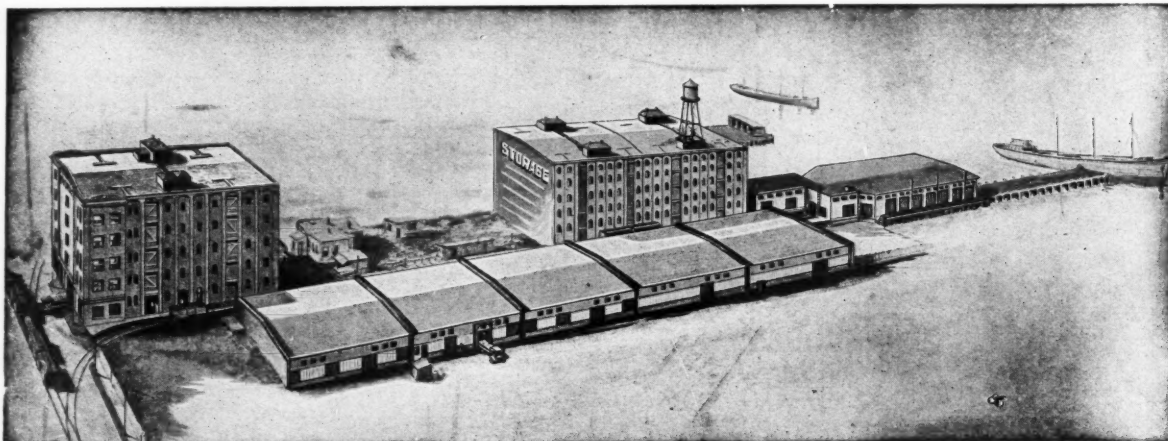
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

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Charleston Warehouse and Forwarding Co.

Merchandise Storage and
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Modern Concrete Warehouse
 100,000 Square Feet of Storage Space
 Private Tracks Connecting with
 All Railroad and Steamship Lines
 Motor Truck Service

Members of the American Chain of Ware-
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SPARTANBURG, S. C.

P. A. CAREY, Pres.-Treas.

Carey Transfer & Storage Co., Inc.

Storage, Packing, Shipping of
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and
 General Merchandise—Pool Car Shipments
 Distributed Correspondence Solicited.
 Members: So. W. A.

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Where the West Was

ABERDEEN STORAGE COMPANY

Storage and Distribution of Merchandise and
 Household Goods

Pool Cars Promptly Handled
 C. M. & St. P. Trackage Trucks and Teams

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Manufacturers Warehouse Co.

304 River Street

Merchandise Service to Manufacturers in all its branches.
 H. H. G. Shipments. S. R. R. Siding.

Members: Amer. Chain of Warehouses.

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STRAHON TRANSFER & STORAGE CO.

General Warehousing
 Distribution Private Trackage
 Pool Cars a Specialty
 Bonded Warehouse
 35,000 sq. ft.
 Motor Truck and Team Service



GREENVILLE, S. C.

GREENVILLE, S. C.

Storage, Distributing, Moving, Service
 that satisfies

SMITH DRAY LINE

CHATTANOOGA, TENN.

CHATTANOOGA

Warehouse & Cold Storage Company

Chattanooga, Tennessee
 MEMBERS: A. W. A. and AMERICAN CHAIN
 Cold and General Storage
 GENERAL MERCHANDISE AND HOUSEHOLD GOODS
 PACKING AND SHIPPING
 Special Attention Given to Pool Car Distribution.

CHATTANOOGA, TENN.

THE CHATTANOOGA TRANSFER & STORAGE CO.

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

CHATTANOOGA, TENN.

CRABTREE

TRANSFER & STORAGE COMPANY, Inc.

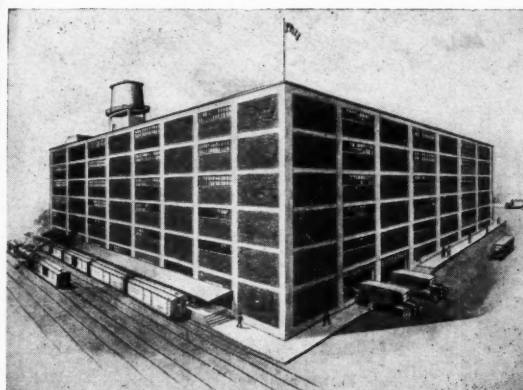
Distributors and forwarders of pool cars

MOVING, PACKING, STORAGE

Sprinkler system warehouse. Lowest insurance rates.

KNOXVILLE, TENN.

D. R. BENEDICT, Manager



Knoxville Fireproof Storage Company

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Knoxville, Tennessee

Only Fireproof Warehouse in Knoxville

New Building, 135,000 square feet on

Southern Railway tracks.

Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments
per annum. solicited. Prompt remittances
Pool Cars distributed. made.

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American Warehousemen's Ass'n
Central Warehousemen's Club
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PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

Forwarding and Distributing Agents
Household Goods and Piano Moving
Long Distance Hauling, anywhere, any timeFully equipped for
Distribution of Pool Cars

Rowe Transfer & Coal Co.

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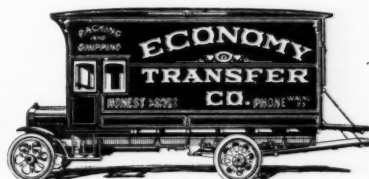
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KNOXVILLE

TENNESSEE

MEMPHIS, TENN.

Memphis' Most Careful Movers

Move
Pack
Store
Household
Goods

Two Warehouses—Private Siding

ECONOMY TRANSFER & STORAGE CO.

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Patterson Transfer Company

Established 1856. Sprinkler System.

Lowest Insurance Rate in the City.

Merchandise Storage and Distribution.

Pool Cars Distributed.

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C. W. CARTER, Secy. and Treas.
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JOHN H. POSTON STORAGE WAREHOUSES

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad
Tracks

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots

Insurance Rate 25-100 of One Per Cent or \$2.50 Per
\$1000.00 Per Annum.No Charge for Switching To All Railroads on Car
Lots for Competitive Points and Illinois Central Rail-
road Local Stations.DISTRIBUTION A SPECIALTY
MEMPHIS, TENN.

MEMPHIS, TENN.

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YOU ARE LOOKING FOR A Warehouse That Believes in
"SERVICE FIRST" Then Get in Touch Today With

ROSE WAREHOUSE COMPANY, Memphis, Tenn.

LIGHT, CLEAN STORAGE
LOW RATE OF INSURANCE
FREE SWITCHING SERVICE
IN THE HEART OF THE
FREIGHT TERMINAL
AND JOBBING DISTRICT.

The Men Who Distribute

Crystal Domino Sugar

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

MEMPHIS, TENN.

MEMPHIS, TENN.

**The South's most centrally located
Distributing Center**

**The Home of the World's Largest Cotton
Warehouses—operating departments
for the**

**STORAGE
of
General Merchandise
Automobiles
and
POOL CAR DISTRIBUTION**

Lowest Rates—Insurance

Facts Concerning Our Warehouses:

200 Acres Concrete Warehouses.
All on ground floor.
Automatically sprinkled.
Finest fire alarm system.
Privately policed.
Ten miles standard railroad.
Served by ten railroads.
Miss. Warrior Barge Line.
Trackage facilities, 500 cars.
Our own Fleet Motor Trucks.

**An Organization of Experienced Operatives,
Permitting Unexcelled Service at All Times.**

Information Gladly Furnished.

Memphis Terminal Corporation

**General Offices: 15th Floor,
Central Bank Bldg.**

Member: American Warehousemen's Ass'n

NASHVILLE, TENN.

NASHVILLE

**Central shipping point for all parts of
Tennessee, Southern Kentucky, North-
ern Alabama, Mississippi and Georgia.**

BOND

Reshipping and city deliveries from pool cars
or warehouse stock. Free switching from all
roads. Low insurance. Expert men will at-
tend to your business promptly and carefully.
Will be glad to refer you to many large and
well known companies we are now serving.

E. M. Bond Fireproof Storage Co.

Members of American Warehousemen's Association, National
Furniture Warehousemen's Association, Southern Warehouse-
men's Association and American Chain of Warehouses.

EL PASO, TEXAS

R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of
household goods. Consign your goods to us for proper attention.
Member, National Furniture Warehousemen's Ass'n.

EL PASO, TEXAS

INTERNATIONAL WAREHOUSE CO.

**INC., \$200,000
FIREPROOF—BONDED**

Members: N. F. W. A.—Tex. W. & T. Ass'n.

**Storage, Drayage, Packing, Distribution
Merchandise and Household Goods**

FORT WORTH, TEXAS

**In Fort Worth
It's Binyon-O'Keefe**

With three warehouses having a total of 250,000 square
feet of floor space; with our private side and free
switching to Fort Worth's eleven Trunk Line Rail-
roads—in Fort Worth, Binyon-O'Keefe is best pre-
pared to serve you.



BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

Associated with Distribution Service, Inc.



GALVESTON, TEXAS

Universal Terminal Warehouse Company

Fire-proof storage—Sprinklered Warehouses

Galveston, Texas

Houston, Texas

New York Office:
40 Rector Street

HOUSTON, TEXAS

Universal Terminal Warehouse Company

Fireproof storage—Sprinklered Warehouses

Houston, Texas

Galveston, Texas

New York Office: 40 Rector Street

GALVESTON, TEXAS

The WILEY & NICHOLLS CO.

GALVESTON, TEXAS

**TRANSFER AND FIRE-PROOF
WAREHOUSES**

Pool Car Distributors

Forwarders

HOUSTON, TEXAS

Wald Transfer and Storage Co.*Bonded Fireproof Warehouse*

Merchandise and Household Goods Storage.

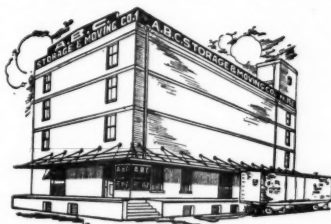
Pool Cars Distributed.

Rail Facilities 10 Cars.

Dry Cold Storage Plant in Connection.

H. B. & T Railroad and 812 Live Oak St.
HOUSTON, TEXAS

HOUSTON, TEXAS

**A·B·C· STORAGE AND
MOVING CO., Inc.**Right in the
Center
of HoustonIdeal for the
DISTRIBUTION
of
MERCHANDISE
and
HOUSEHOLD
GOODS*"It's Fireproof"*

Houston, Texas

Edw. T. Keough, Gen. Mgr.

HOUSTON, TEXAS

**ONE OF SOUTHWEST'S LARGEST MODERN
FIREPROOF BONDED WAREHOUSES***Facilities for handling all kinds of Mer-
chandise with accuracy and promptness.***NATIONAL Warehouse and
Distributing Co.**

KOPPEL AND WASCHER, Propr's

P. O. Box 1754

Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick construction. Sprinkler system assures you a lower rate of insurance.

HOUSTON, TEXAS

**U N I O N
TRANSFER & STORAGE CO.**

Successors to

Binyon O'Keefe Fireproof Storage Co.



Pool Cars Distributed

**MERCHANDISE STORAGE
FIREPROOF WAREHOUSE****SERVICE THAT COUNTS**

HOUSTON, TEXAS

**IN
HOUSTON****WESTHEIMER'S
FOR HOUSEHOLD GOODS AND
MERCANTILE STORAGE
DISTRIBUTION****FIREPROOF WAREHOUSES
RAIL FACILITIES—20 CARS
ELECTRIC CRANE
YARD STORAGE****Investment—\$300,000.00**

References

Dun or Bradstreet Agency

All Local Banks

And Best of All

Forty Years in Houston

**WESTHEIMER WAREHOUSE COMPANY
HOUSTON, TEXAS**

SAN ANTONIO, TEXAS

Territory—Southwest Texas and Mexico

MERCHANTS TRANSFER COMPANYBANKERS of MERCHANDISE
Warehousing and Distribution

Household Goods—General Storage—Pool Cars

Branch House Facilities—Bonded

SAN ANTONIO, TEXAS

MUEGGE-JENULL WAREHOUSE CO.

Distributing Storage Forwarding

Give us a chance to demonstrate our service.

Reference Any Bank in San Antonio.

Bonded, Fireproof, Reliable, Dependable Service.

SAN ANTONIO, TEXAS

General Warehousing
and DistributionCAPACITY
1,250,000 CU. FT.

THE HOUSE OF SECURITY. Member four leading associations!

Write for
freight tariff
to all points in
San Antonio
territory**SCOBEE**
FIREPROOF
STORAGE

San Antonio, Texas

TEXARKANA, TEXAS

HUNTER TRANSFER CO.

TEXARKANA, ARK.

Established 1882
DISTRIBUTOR OFPOOL CARS
TRUCKINGSTORAGE
MOVING

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

ELKIN TRANSFER & STORAGE CO.

Wichita Falls, Texas

Located in the heart of the oil industry. Logical dis-
tributing center for North Texas. Trackage warehouse
for merchandise and household goods; free switching
service.

We specialize in pool car distribution

SALT LAKE CITY, UTAH

Merchandise Storage and DistributionOver 1,000,000 Cubic Feet Re-enforced Concrete,
Sprinklered Space

Insurance Rate Only 18 Cents

Jennings-Cornwall Warehouse Co.

PETERSBURG, VA.

Southern Bonded Warehouse Corp.

Merchandise and Household Goods

DISTRIBUTION—STORAGE—TRANSFER

A. C. L. PRIVATE SIDING

Members: A. W. A.—N. F. W. A.—A. C. W.

NORFOLK, VA.

**Free MERCHANDISE STORAGE Bonded
DISTRIBUTION and FORWARDING**

Direct rail connections with all roads entering Norfolk

Trap car service

Storage in transit

Pool car distribution

150 package cars leave Norfolk daily for surrounding territory

Dry sprinkler system throughout

2,000 feet of wharfage

Low insurance rates

Deep water slips

Within one mile of jobbing and wholesale districts
Collections promptly made and remittedA spot stock in Norfolk receives more economical and efficient distribution to
Virginia and North Carolina than from any other center.**Norfolk Warehouse Corp'n, Norfolk, Virginia.**REPRESENTED BY
DISTRIBUTION SERVICE, INC.100 BROAD ST. NEW YORK CITY
Phone B.O. 9100427 W. ERIE ST. CHICAGO
Phone Sup. 7180624 THIRD ST. SAN FRANCISCO
Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers

RICHMOND, VA

Virginia Bonded Warehouse Corporation
1707 East Cary Street

Distribution and Forwarding of General Merchandise Only
 Largest Warehouses in South Southern R. R. Siding
 175,000 sq. ft. Insurance Rate 25c. per \$100 per year
 Members American Warehousemen Association

SEATTLE, WASH.

B E K I N S
MOVING and STORAGE

Vancouver, B. C. Seattle, Wn. Portland, Ore.

SEATTLE, WASH.

EYRES STORAGE and DISTRIBUTING CO.

Established 1889
 Incorporated 1904
 Free & Bonded

Warehouses

Seattle, Wash.

GENERAL MERCHANDISE STORAGE
 MACHINERY STORAGE
 HOUSEHOLD GOODS STORAGE
 POOL CAR DISTRIBUTIONS
 OPERATING 26 TEAMS, 42 AUTOS
 SERVICE OUR MOTTO



SEATTLE, WASH.

UNITED WAREHOUSE CO.
SEATTLE, WASH.

Established 1895
 Incorporated 1900

GENERAL STORAGE AND DISTRIBUTING
 U. S. CUSTOMS BONDED STORAGE
 RAIL CONNECTION WITH ALL ROADS

SEATTLE, WASH.



Established
 1905

TAYLOR-EDWARDS**Warehouse and Transfer Co., Inc.**

1518 First Ave. So.

Warehouseman Distributors and Forwarders
of

Merchandise, Machinery

Furniture and Household Goods

Consign Your Cars to Us and Receive a
 High Class Service at a Minimum Cost.

Lowest Insurance Rates in the City

SPOKANE, WASH.

Furniture
 Moved
 Packed
 Shipped
 Stored
 Pool Cars
 Distributed and
 Consolidated

**CATER
TRANSFER
&
STORAGE
CO.**

Exclusive
 Motor Service
 Merchandise
 Storage
 L. C. L. & C. L.
 Distribution
 Private Spur
 N. P. Railroad
 Ins. Rate 84c

TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 22 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods
 Moving and Packing by Experts C. L. & L. C. L. Distribution
 Collections Remitted Promptly We Solicit Your Business
 CORNER PACIFIC AVE. AND 19th.

The Men Who Distribute

Moline Plows

Read DISTRIBUTION & WAREHOUSING
 and consult the Shippers' Index

TACOMA, WASH.

Pacific

Storage & Transfer Co.

*Warehousemen
Merchandise and Furniture
Distributors and Forwarders*



Our Motto Is
SERVICE
Speed—Accuracy—
Satisfaction



Ship Your Pool Cars in Our Care

YAKIMA, WASH.

Miller-Callison Storage & Transfer Co.DISTRIBUTORS and FORWARDERS, PACKERS, SHIPPERS and MOVERS
TRANSFER-STORAGE-WAREHOUSING

Motor Trucks and Team Equipment for All and Every Kind of Hauling.
SHIP IN OUR CARE and let us be "At your service with best of service."
228 So. 1st St. Phone 571
AUTOMOBILE AND TRUCK STORAGE

HUNTINGTON, W. VA.

**Shipping Center for
Southern West Virginia, Southern
Ohio and Eastern Kentucky**

With five railroads entering Huntington or nearby and the Ohio River accessible, shipping to a large and thickly populated territory is a matter of a few hours. Private siding, no switching charges, every modern convenience supported by exceptionally high class service at a cost surprisingly low. Huntington is the gateway to a large and fertile field.

MAIER SALES AND STORAGE CO.1639-41-43-45 Seventh Ave.
Huntington West Virginia

MILWAUKEE, WIS.

HANSEN STORAGE COMPANY

Capital \$1,000,000.00

MILWAUKEE, WISCONSINWE CAN SOLVE YOUR PROBLEMS IN STORAGE
AND DISTRIBUTION OF MERCHANDISE15 WAREHOUSES—50-CAR SIDE TRACK
850-FOOT DOCK

Member—American Chain of Warehouses,
American Warehousemen's Association,
Central Warehousemen's Club.

MILWAUKEE, WIS.

**LINCOLN
FIREPROOF WAREHOUSE CO.**

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.
City and Interurban Delivery of Mase. and Household
Goods. We remit upon receipt of bill of lading.

MILWAUKEE, WIS.

For the Greatest SatisfactionTo both yourselves and your customers
consign your Milwaukee shipments to**United Fire Proof
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.



Good service
built this
new fire proof
warehouse.

OSHKOSH, WIS.

Oshkosh Storage Company

General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Private Siding—Free Switching

Oshkosh is the Metropolis of the Fox River Valley
and the best distributing point in Wisconsin.
We solicit your valued shipments which will receive
our prompt and careful attention.

Members: American Warehousemen's Association
Nat'l Furniture Warehousemen's Ass'n

SUPERIOR, WIS.

HART **TRANSFER &
STORAGE COMPANY**

PACKING, STORAGE, SHIPPING

Largest Padded Vans in the City

Private Switch—No Switching Charge

Freight, baggage and express transfer. Furniture packing and moving. Light
and heavy hauling, private locked rooms, heated piano and painting rooms.
Advanced charges remitted instantly. Reciprocity at every opportunity.

POOL CARS DISTRIBUTED

1716 BROADWAY

The Men Who Distribute

Bixby's Blacking

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

HAMILTON, CAN.

CENTRAL DISTRIBUTING POINT.

HAMILTON

THE GATEWAY TO CANADA

Store and Distribute through
The Glasgow Storage & Cartage Co.
 (Established 1887)
(In the Heart of the Wholesale District)
 LICENSED CUSTOMS BROKERS AND FORWARDERS

TORONTO, ONT., CAN.

2 Fireproof Warehouses

Private siding. Fleet of Motor Trucks, household goods pool car distribution. Moving—Storing—Packing—Shipping.

Est. 1908

C. A. WARD, Ltd.
 26 Oxford St.

HAMILTON, CANADA

Quickest Delivery—Least Expense
 Distribute Canadian Consignments Through
Hamilton Terminal Warehouses, Ltd.
 Hamilton, Ontario, *where Freight Rates Break*
 Private Siding, All Railroad Connections

HAMILTON, CANADA

A Fireproof Merchandise Warehouse, centrally located on private siding.
 Seventeen years in business and our original customers are still storing with us.

STORAGE & TRANSFER CO., Ltd.
 HAMILTON, CANADA

TORONTO, ONT., CAN.

Store with "City Storage"

Our 25 years experience in the transfer of household goods has given us an enviable position in this field of service.

Special attention given POOL CAR shipments, Storage and Distribution of General Merchandise.

CITY STORAGE, Ltd.
 253 College St.

N. F. W. A.

TORONTO, CANADA

SPRINKLER
 PROTECTED

INSURANCE
 RATE 45c.



GENERAL MERCHANDISE DISTRIBUTORS
 AND WAREHOUSEMEN

**STANDARD WAREHOUSING
 & MERCANTILE CO., LIMITED**

32 Front St., W. TORONTO L. J. Myers, Mgr.

MONTREAL, CANADA

**"JE GARDE"
 ("I Safeguard")**

J. B. Baillargeon Express, Ltd.,
 of Montreal, Canada

One of the largest and most progressive Transfer Companies in the Dominion.

During the past twenty-five years a good part of our business has come from big American shippers. They have found this organization extremely capable and efficient.

There are many American concerns, however, who have not discovered our great capacity for service nor the broad scope of our activities.

To those who do not know us we would like to send our illustrated catalog "25 Years of Constant Progress." This catalog will prove exceptionally valuable to you in the matter of routing your Montreal and Canadian consignments.

It contains a wealth of profitable information. Send for this catalog today. It will be mailed immediately.

J. B. Baillargeon Express, Ltd.
 Ontario Street East, Montreal, Canada
Correspondents all over the World

MONTREAL, CAN.

General Forwarders

Our modern facilities for the storing and forwarding of merchandise guarantees you a type of service that insures Safety and Economy. Our 60,000 feet of floor space is sprinklered throughout. Rush deliveries a *specialty*. We solicit POOL CAR shipments.

Ship to "GIFFORD"

The GIFFORD WAREHOUSE CO.
 MONTREAL

Members A. W. A., C. W. A.

WINNIPEG, CAN.

INSURANCE 30 CENTS



250 PRINCESS ST. WINNIPEG

VANCOUVER, B. C., CANADA

B E K I N S

MOVING and STORAGE

Seattle, Wn. Portland, Ore. Vancouver, B. C.

HONOLULU, HAWAII

When Shipping Goods to

HONOLULU

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address:
LOVERINO, HONOLULU

Moral—Use Warehouses

SOME one once remarked that among the names of the greatest inventors should be that of the man who invented interest. Perhaps the same list should include the inventor of discount. An interesting story is told of a manufacturer of electrical appliances who used in his factory a material which was quite valuable, in fact so much so that he found his working capital insufficient to meet his needs and as a result his credit began to be impaired. The producer of this material usually sold it on terms, sixty days net or 3% discount for cash in ten days.

As considerable quantities were used by this manufacturer he evolved this plan: He arranged with his local bank to loan him sufficient money on negotiable warehouse receipts to pay the manufacturer. This enabled him to buy in carload lots and thus secure a lower price. The 3% saved paid all the warehouse charges and bank interest and left a very tidy sum at the end of the year. **RESULT—Everybody Happy.—Sid Smith.**

Moral—Use Warehouses

THE manager of a western branch of a large eastern house was recently called upon to discharge several salesmen and cut down his branch house force in an effort to effect economies which would leave something for the stockholders at the end of the year. Following instructions he discharged salesmen, stenographers, clerks and cut his warehouse force down to the lowest possible point and then, on reviewing the situation, he found it about as follows:

Having discharged his salesmen his orders naturally fell off to an alarming extent and on account of the changes in his organization he found it necessary to spend a very large portion of his time looking after detail work which should have been cared for by an employee at a nominal salary.

As he had charge of all sales this of course further reduced the output and he found his rent was entirely out of proportion to his income. A further study of his business developed the fact that his cost for branch house service, not including sales expense or office rental ran nearly \$250 for each car handled. Inquiry showed that he could handle his product through an established public warehouse where every detail of handling, storage and shipping could be cared for at from \$60 to \$75 per car and included in this cost was the supervision which had taken so much of his time.

Acting on the information secured he has disposed of his lease, placed his stock with a warehouse, re-employed some of his salesmen and is again going after business. Under the new method he finds it possible to arrive at an exact cost for handling spot stocks as compared with an estimated cost under the old method.—*Sid Smith.*

FISK TIRES

There's a Fisk Tire of extra value in every size, for car, truck or speed wagon

Montgomery Elevator Co.

Passenger and Freight Elevators

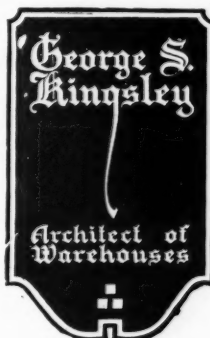
Specialists in heavy duty freight elevators for Warehouse Service.

MOLINE, ILLINOIS

FURNITURE PADS

Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

FULTON BAG & COTTON MILLS, Inc.
330 WYTHE AVE. Estab. 1870 BROOKLYN, N. Y.
Atlanta Dallas St. Louis New Orleans Minneapolis



Your New Warehouse

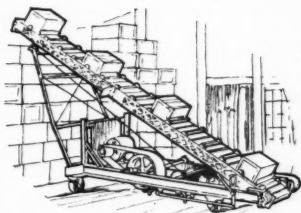
Twenty-nine years of specialization in designing, construction and personal supervision of warehouse building.

Some clients have eight units all Kingsley built.

GEO. S. KINGSLEY

1452 Broadway 109 No. Dearborn St.
New York City Chicago, Ill.

Save Money on Your Piling MATHEWS Pile-Elevator



will help you stack your bags, bales or boxes at a cost so small that you can't afford to overlook it. It is handy and convenient, easy to push around wherever the work requires. It has a self-contained power unit, and is furnished with different types of carrier according to the type of work.

Please write us for full information

MATHEWS CONVEYER COMPANY
116 Tenth Street, Ellwood City, Pa.
Canadian Factory, Port Hope, Ont.

"Iron Horse" Brand Furniture Van Pads

Foremost in Quality, Workmanship and Strength



The most economical from every standpoint

A. L. Reach Textile Co.

DRY HARBOR RD. & L. I. R. R.
GLENDALE Borough of Queens
NEW YORK CITY, N. Y.

TRADE MARK REG. U. S. PAT. OFFICE

90% Saving Over the Hand Saw

The Onan "Safty Saw"

for Packing, Crating, Box Resizing and Carpentry will save its low initial cost in a short time. If it doesn't—return it. Ten times as fast as a hand saw. Runs from lighting circuit. Heavy enough for largest job—light enough to be taken anywhere to the job.

For Cutting—Ripping—Mitering. An investment returning large profits.

D. W. Onan & Sons

MINNEAPOLIS, MINN.
39 Royalston Ave.



Price \$135.00 with motor

Baled Excelsior Excelsior Packing Pads Wood Wool

DU PRE *Manufacturing Co.*
Atlanta, Ga.

Excelsior Wrapper Co.

MANUFACTURERS OF
EXCELSIOR PACKING PADS
BALED EXCELSIOR
WOOD WOOL

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.
Metropolitan District Served by
Boston Excelsior Co., 560 W. 29th St., New York City

BIG 4 TRANSFER CO., Inc.

Long Distance Moving
Exclusively

Representatives Everywhere



VULCAN "ALL-STEEL" FIRE DOORS

Universally Used
in All Modern
Fireproof
Warehouses

Approved by
Underwriters

Details and Prices
on Request.

VULCAN RAIL & CONSTRUCTION CO.
Grand St. and Garrison Ave., Maspeth, N. Y.

BETTER THAN EVER Unapproachable in Usefulness



No. 1 Type Portable 1/3 H.P.
connects with lamp socket. Al-
ways ready for service anywhere
in plant or out on the job.
No. 2 Type for the Packing
Room—3 Phase 1/2 H.P.

Sent on basis of satisfaction or return at our expense.

Write today for prices and trial offer.

THE NEAL HANDY SAW

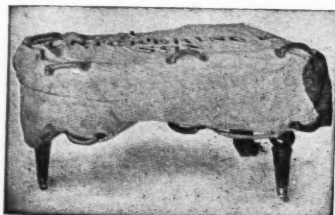
7208 Euclid Ave.

Cleveland, O.

Neal Handy Saw
with 10 inch Saw $\frac{1}{3}$ or $\frac{1}{2}$
H.P. motor is without ques-
tion one of the greatest time
and labor saving devices
ever offered to warehouse-
men.

Nothing like it on the mar-
ket. Developed and refined
by a warehouseman to fit
your needs.

If You Move or Handle Pianos— Acquaint Yourself—by All Means—With The Breen Grand Piano Cover



"The Only One
of Its Quality
on the Market"

Send for cata-
logue on Piano
Movers' Sup-
plies. We also
make Water-
proof Motor
Truck and
Wagon Covers.

WM. H. BREEN

219-231 Rutherford Ave., Charlestown, Mass.
It Can't Scratch If It's Properly Covered

THE advertiser

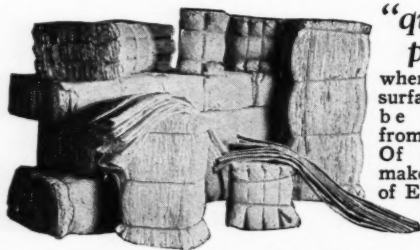
Who gets cold feet now

Will be cold all over

Two years from now.

—The Credit Monthly

Try Wood Wool Pads on "quality" packing-



when polished
surfaces must
be immune
from scratches.
Of course, we
make all sizes
of Excelsior
Pads, too.

Packing
Pad
Head-
quarters

H. W. Selle & Co.
1000-1020 N. Halsted St., Chicago

Twelve
Branches



to your customers re-
quires modern equip-
ment. Ours keeps
baggage clean, sep-
arate and easy to
find. Shipped in
units, set up with
only a screw-driver.
Add as need in-
creases. Shelves reg-
ulate every three
inches. Vermin-free,
compact, handsome,
profitable. Have one
of our engineers es-
timate gratis.

SERVICE STEEL PRODUCTS CO.

914 West North Avenue, Chicago

SERVICE STEEL TRUNK RACKS

CLASSIFIED ADVERTISING INFORMATION

Six cents a word is the rate for all undisplayed advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge \$1 an insertion; payable in advance (see next paragraph).

Ten per cent discount if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

Add five words for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelope, at no extra charge.

Refund will be made if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

Classified Department, The Class Journal Company, 239 W. 39th St., New York, 5 S. Wabash Ave., Chicago

Telephone orders must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

When replying to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

Displayed advertisements are sold by the inch. Rates will be furnished upon application.

The right is reserved to refuse any advertisement and also to re-write and edit copy furnished whenever the publishers consider it advisable to do this.

Stevenson Cold Storage Door Company

CHESTER, PENNA.

Doors that cannot stand open
and other kinds that can

IDEAL

Stencill Cutting Machines,
Stencill Board, Stencill Inks,
Fountain Brushes, Marking Pots.
IDEAL STENCIL MACHINE COMPANY
BELLEVILLE ILLINOIS

CASTERS

For All Purposes
Double Wheel and Single Wheel
Swivel and Rigid

THE HAMILTON CASTER & MFG. CO.,
Hamilton, Ohio

Lifters, Pilers, and Racks



Ask About
THE TELESCOPER
ECONOMY ENGINEERING CO.
2679 W. Van Buren St.
Chicago, Ill.

Tarpaulins and Canvas Covers

Quality and Service
at Reasonable Prices
Send for Samples and Prices

ARTHUR F. SMITH CO., INC.
Department B
139 Spring St., New York, N. Y.



KILL RATS NEW WAY

pestle animals. Quickly
buildings. No offensive
Davyss Virus.

In France the World's
greatest laboratory has dis-
covered a germ that kills
rats and mice by science.
Absolutely safe. Cannot
harm human beings or do-
mestic animals. Quickly
clears warehouses and other
after-effects. It is called
Davyss Virus.

Free Book

Get our free book on rats
and mice, telling about
VIRUS and how to get
some.

A. B. VIRUS, Ltd.
121 W. 15th Street, New York

Convey and Pile Mechanically

BAGS
BOXES

Porta

BALES
ETC.

CONVEYORS

Write for Catalog

PORTABLE MACHINERY CO.

Passaic,
N. J.



Reynolds
Trucks
Lansing-Co.
Lansing
Mich.

SIMPLEX TIME RECORDER

will give you a printed record of the time of the
arrival and departure of every truck and driver. Your
men and trucks would get around on time. It will
pay for itself in from one to three months.

SIMPLEX TIME RECORDER
Gardner, Mass.

WARREN TRAILERS

THE WARREN MANUFACTURING CO.—SPRINGFIELD, MASS

Zering Warehouse Trucks

Move Larger Loads and
Quicker

One house uses 500. Send for Bulletin
T and learn how they save.



Roller
Bearing
Wheels

Rail
Bearing
Casters

THE H. ZERING MFG. CO.
B. & O. & South, Cincinnati, Ohio

Hi/Lo TRUCTOR

The Electric Transporter and
Stacker. Handles any load up to
6000 pounds three times as fast
as by hand. Places load 6 feet
above floor.

Request Bulletin 457

The Elwell-Parker Electric Co., Cleveland, O.



Do you want to sell your business?

Do you want to buy a business?

Every issue of this paper contains Business Opportunity ads that are
real honest-to-goodness opportunities.

EXECUTIVE POSITION WANTED

BY MAN with 15 years' experience in Storage
Warehouses as estimator, bookkeeper and man-
ager. Employed at present. Can give satis-
factory references. Box J-29, c/o Distribution
& Warehousing.

MR. WAREHOUSEMAN—

WHAT HAVE YOU THAT YOU WANT TO SELL
AND WHAT IS IT YOU WANT TO BUY

This department of Distribution & Warehousing is designed for your use, to sell or to buy, anything
and everything, that can be sold to or bought from other warehousemen and manufacturers that use
this publication.

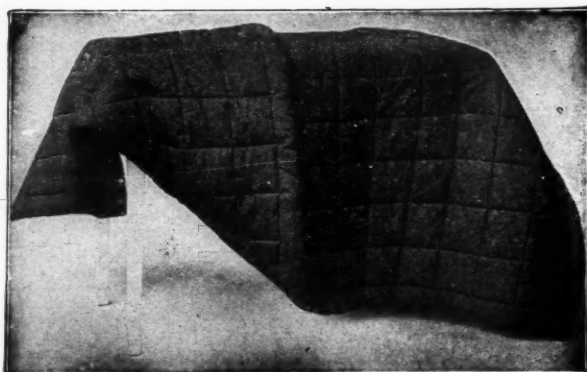
IT BROADCASTS YOUR WANTS

at a nominal expense, from coast to coast and from Canada to Mexico. The undisplayed rates for
this kind of advertising are quoted above and we know that old equipment can be turned into ready
cash or likewise a worthwhile saving in the purchase of equipment or supplies may be had if you will

BROADCAST YOUR WANTS

Stop and think how you can use the next issue to an advantage—then send us your copy—we will do
the rest.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING



"PROTECTO" Wagon Pads

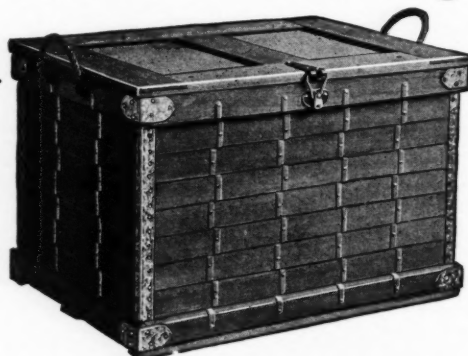
"Protecto" Wagon Pads take best care of fine furniture and all valuables. Their soft denim covering will not mar the finest varnish. The thick Padding of lightly felted cotton cushions the heaviest weight safely. The quilting in small squares prevents thin spots. Our piano and phonograph covers are made the same way. Write for samples and prices. No obligation.

CHICAGO QUILT MFG. CO.

1355-1357 Roosevelt Road

Chicago, Ill.

Baskets for Moving



Sizes—4, 6, 8 and 10 Bushel

With or Without Covers

We manufacture a full line of
**STORAGE HOUSE AND VAN SUPPLIES,
TWINE, ROPE, ETC.**

Write for Catalogue No. 10

WM. A. IDEN CO.

564 Washington Blvd.

Chicago, Ill.

INDEX TO GENERAL ADVERTISERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

A	
Autocar Co.	47
B	
Big Four Transfer Co.	124
Breen, W. H.	124
C	
Cass & Johansing.	5
Chicago Quilt Mfg. Co.	126
Classified Advertising	125
D	
Dupre Manufacturing Co.	123
E	
Excelsior Wrapper Co.	124
F	
Federal Motor Truck Co.	Front Cover
Fisk Tire Co., Inc.	123
Ford Motor Co.	4
Fulton Bag & Cotton Mills.	123
G	
General Motors Truck Co.	51
Graham Bros.	130
I	
Iden Co., Wm. A.	126
International Harvester Co.	Third Cover
J	
Judson Freight Forwarding Co.	3
K	
Kelly-Springfield Tire Co.	6
Kingsley, Geo. S.	123
L	
London Midland & Scottish Rwy.	53
M	
Mathews Conveyor Co.	123
Montgomery Elevator Co.	123
Moore & Dunford, Inc.	54
Multistamp Co.	53
N	
National Terminals Corp.	Second Cover
Neal Handy Saw Co.	124
O	
Onan & Son, D. W.	123
P	
Peelle Co.	49
R	
Reach Textile Co., A. L.	123
Republic Motor Truck Co.	Back Cover
S	
Self-Lifting Piano Truck Co.	128
Selle & Co., H. W.	124
Service Steel Products Co.	124
Star Quilt Mfg. Co.	128
T	
Trans-Continental Freight Co.	1
U	
United Vacuum Appliance Co.	129
V	
Vulcan Rail & Construction Co.	124
W	
Walker Vehicle Co.	127
Warford Corp.	2
White Tar Co.	129

(For Shippers Index Advertisers, see page 127, 128 and 129)

SHIPPERS INDEX

(For Index to General Advertisers, see page 126)

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

A	
A B C Fireproof Warehouse.....	88
A B C Storage & Moving Co.....	117
Aberdeen Storage Co.....	114
Ala. Motor Transfer Co.....	56
Albany Terminal & Security	
Whse. Co., Inc.....	93
American Brokerage & Whse. Co.....	101
Amick Transfer & Stge. Co.....	61
Anchor Warehouse Co.....	93
Arizona Stge. & Distributing Co.....	56
Arlington Storage Whse.....	79
Arrow Fireproof Storage & Moving Co.....	88
Auburn Drying Co.....	93
Audubon Fireproof Storage Warehouse.....	96
Augusta Bonded Public Whse. Co.....	64
B	
B. R. & P. Warehouse, Inc.....	100
Baer Fireproof Whse. Co.....	65
Baggage & Omnibus Trans. Co.....	108
Baillargeon Express, Ltd.....	121
Ballard Pfd. Stge. & Trans. Co.....	86
Baltimore Storage Co.....	78
Bankers Warehouse Corp.....	87
Bartlett Storage Warehouse.....	70
Beaufort County Storage Warehouse Co.....	102
Beerdt Transfer & Storage Co.....	72
Beeler Transfer & Storage Co.....	69
Bekins Household Shipping Co.....	65
Bekins Moving & Storage (Can.).....	122
Bekins Moving & Stge. (Wash.).....	119
Bekins Moving Storage (Ore.).....	108
Bekins Omaha Van & Storage Co.....	89
Bekins Van & Stge. Co. (Iowa).....	75
Bekins Van & Stge. Co. (Fresno).....	57
Bekins Van & Stge. Co. (Los Angeles).....	58
Bekins Van & Stge. Co. (Oakland).....	60
Bekins Van & Stge. Co. (San Francisco).....	60
Belmar Moving & Storage Co.....	112
Berthelsen Transfer & Storage.....	75
Bertz & Co., S. S.....	110
Bill Bros. Co.....	62
Bimberg Sons, Joseph.....	95
Binyon-O'Keefe Fireproof Stge. Co.....	116
Blackham Stge. & Trucking Co., Inc.....	95
Blakeslee Co., Ralph N.....	63
Blanchard Storage Co., Inc.....	100
Blanch's Trans. & Stge. Co.....	112
Blue Line Storage Co.....	74
Bond Pfd. Stge. Co., E. M.....	116
Borley Storage & Transfer Co.....	89
Boulton's Storage.....	122
Bowker, Inc., Geo. A.....	81
Bowler Storage & Sales Co.....	82
Bowman, Chas. E.....	93
Burnett Storage & Trucking Co.....	84
Boyd Transfer & Storage Co.....	85
Bugs Transfer & Storage Co.....	57
Brady & Son Co., P.....	96
Bridgeport Storage Whse. Co.....	62
Broadway Storage Co. (R.I.).....	113
Broadway Storage Whse. (New York).....	96
Brokers Office & Warehouse Co.....	76
Brown Van & Storage Co., Inc.....	75
Brunson Transfer & Storage Co.....	64
Buffalo Storage & Carting Co.....	94
C	
Cadillac Storage Co.....	82
Cady Moving & Storage Co.....	113
California Fireproof Stge. Co.....	58
California Truck Co.....	58
Cameron Transfer & Storage Co.....	85
Camp Transfer & Storage Co.....	64
Campbell Stores.....	97
Campbell's Warehouse.....	100
Carey Transfer & Stge. Co., Inc. (S. C.).....	114
Carey's Transfer & Storage Co. (Minn.).....	86
Carnahan Trans. & Stge. Co. (Pa.).....	110
Carolina Stge. & Dist. Co.....	101
Carolina Transfer & Stge. Co.....	101
Carpenter Storage, Inc.....	101
Cater Transfer & Stge. Co.....	119
Cathart Van & Stge. Co.....	64
Cedar Rapids Transfer & Stge. Co.....	73
Central Storage Co.....	88
Central Storage & Forwarding Co.	
Central Warehouse Co. (Baltimore).....	78
Central Warehouse Co. (Ind.).....	71
Central Warehouse Co. (Saginaw).....	84
Central Warehouse Co. (St. Paul).....	86
Charleston Whse. & Fwdg. Co.....	114
Charlie's Transfer Co.....	56
Chattanooga Trans. & Stge. Co.....	115
Chattanooga Warehouse & Cold Storage Co.....	114
Chelsea Fireproof Stge. Whses., Inc.....	97
Cincinnati Terminal Whse. Co.....	102
Cincinnati Tobacco Whse. Co.....	102
Citizens Transfer & Storage Co.....	107
City Storage, Ltd.....	121
City Transfer & Storage Co.....	57
City Transfer Co.....	122
City View Apt. & Storage Co.....	102
Clancy Carting Co., J. C.....	100
Cleveland Storage Co.....	103
Coburn Stge. & Whse. Co., Henry.....	71
Cold Spring Storage Co., Inc.....	84
Columbia Storage Warehouses.....	97
Columbian Stge. & Transfer Co.....	83
Columbian Warehouse Co.....	113
Colyear Van & Stge. Co.....	58
Commercial Truck & Storage Co.....	119
Commercial Warehouses.....	76
Commonwealth Ice & Cold Storage.....	79
Consolidated Trucking & Stge. Co.....	96
Continental Warehouse Co.....	65
Cotter Warehouse Co. (Akron).....	102
Cotter Warehouse Co. (Columbus).....	106
Cotter Warehouse Co. (Mansfield).....	106
Cotter Warehouse Co. (Toledo).....	107
Crabtree Transfer & Stge. Co.....	115
Crandall Transfer and Warehouse Co.....	70
Cummings Storage Co.....	102
Cuneo Storage Co.....	96
Curtis Bros. Transfer Co.....	103
D	
D. & D. Transfer & Stge. Co.....	71
Daggett Transfer & Stge. Co.....	75
Daniels Storage Co., R. L.....	116
Danville Transfer & Storage Co.....	69
Davidson Transfer & Stge. Co.....	78
Day & Meyer-Murray & Young.....	97
De Camp, Job.....	96
Delaware Trucking Co.....	72
Deicher Bros. Storage Co.....	63
Depenhal Truck & Storage Co.....	107
Detroit Storage Co.....	82
Dewey & Co., George E.....	63
Dietrich, Jacob.....	99
Diets Storage Warehouse.....	101
Doe, Delor.....	100
Donaldson Transfer & Stge. Co.....	112
Dorchester Fireproof Stge. Whse.....	79
Duluth Van & Stge. Co.....	85
Dunham & Reid, Inc.....	98
Dunn Co., D. W.....	79
Duquesne Warehouse Co.....	112
Dye Fireproof Warehouse, Inc.....	95
E	
Eagle Whse. & Stge. Co.....	93
Economy Trans. & Stge. Co.....	115
Edgewater Express Co.....	90
Edwards Trans. & Stge. Co.....	106
Eldridge Exp. & Stor. Whse. Co.....	89
Elgin Storage & Tr. Co.....	70
Elkin Transfer & Stge. Co.....	118
Elston Packing & Storage Co.....	83
Empire Storage Co.....	66
Erie Storage & Carting Co.....	109
Erie Warehouse Co.....	109
Ewert & Richter Exp. & Stge. Co.....	73
Ewing Transfer Co.....	74
Eyres Storage and Dist. Co.....	119
F	
Federal Fireproof Storage Co.....	66
Ferrin Van & Storage Co.....	89
Ferris Warehouse & Storage Co.....	63
Fidelity Fireproof Storage Co.....	86
Fidelity Storage & Transfer Co.....	86
Fidelity Storage Co. (Baltimore).....	78
Fidelity Stge. & Whse. Co.....	110
Fireproof Stge. & Transfer Co.....	84
Fireproof Whse. & Storage Co.....	106
Flint Fireproof Storage Co.....	83
Ford Transfer & Storage Co.....	73
Forest Hills Fireproof Storage.....	96
Forest Hills Storage & Warehouse.....	80
Forest Monger Stge. & Trans. Co.....	72

(Continued on page 128)



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SHIPPERS INDEX—Continued

(Continued from page 127)

Fort Erie Warehouses & Docks..109	Knoxville Fireproof Storage Co..115
Fort Wayne Storage Co.....71	Kroeger, Joseph J.....92
Franklin Fireproof Warehouses..94	
Franklin Warehousing Co.....110	
Furniture Mfrs. Whse. Co.....84	

G

Galt-Block Warehouse Co.....77
Gardner Storage Co.....63
Garfield Park Storage Co.....66
Gazette Transfer & Stge. Co....56
Geipe, J. Norman.....78
General Fireproof Storage Co....107
General Warehousing Co.....88
Gibbs Express Co.....90
Gibbs, Thomas H.....90
Gifford Warehouse Co.....121
Gilbert Storage Co., Inc.....98
Glasgow Storage & Cartage Co....121
Gleason Bros.....81
Glenn & Sons, O. J.....95
Godley's Storage Warehouses....110
Goodman Warehouse Corp.....99
Gordon Fireproof Whse. & Van Co.89
Gottrey Carting Co., Sam.....100
Great Central Warehouse Co....82
Greig Cartage Co.....103
Griffin, The Transfer Man.....108
Guliford Warehouse Co.....78

H

Hamilton Terminal Whses., Ltd.121
Hammann Bros. Transfer & Stge. Co.69
Hansen Storage Co.....120
Harders Fireproof Storage & Van Co.66
Hardisty Trucking Co.....72
Harrigan's Stge. Ware., Inc.....94
Harris Transfer & Warehouse Co.56
Harrisburg Storage Co.....109
Hart Transfer & Storage Co., (Minn.)85
Hart Transfer & Storage Co., (Wis.)120
Hartford Despatch & Whse. Co.62
Haslett Warehouse Co.....60
Hasley Bros.....113
Hastings Truck Co.....84
Haugh & Keenan Stge. & Tr. Co.112
Headley's Express & Storage Co.108
Hebard Storage Warehouses.....67
Herbert & Son Co., Wm.....107
Hess-Strickland Transfer & Stge. Co.56
Hickey Warehouse Co.....60
Hildebrand Bros.....111
Hodges Fireproof Warehouse, Jos.108
Hollingsworth Warehouses.....64
Hollywood Storage Co. (Hollywood)57
Hollywood Storage Co. (Los Angeles)58
Holtman, Geo. B.....90
Hummel Warehouse Co.....108
Hunter Transfer Co. (Arkansas) 57
Hunter Transfer Co. (Texas).....118

I

Indiana Terminal Warehouse Co.71
Indianapolis Warehouse Co.....72
International Whse. Co. (El Paso)116
Inter-State Transfer & Storage Co.75
Iowa Warehouse Co.....75
Ivory, Inc., John.....82

J

Jamaica Storage Warehouse.....96
Jefferson Safety Stge. Warehouse Co.92
Jennings-Cornwall Whse. Co.....118
Jennings-Nibley Warehouse Co....58
Jobbers Warehousing Co.....63
Johnson Storage & Moving Co....61
Johnson Transfer Co.....65
Jones-Clark Trucking & Stge. Co.101
Judson Freight Fwd. Co.....3

K

Kedney Warehouse Co. (Minn.)..85
Kedney Warehouse Co. (N. Dak.)102
Kedney Warehouse Co. (St. Paul) 87
Kennicott-Patterson Trans. Co....84
Kent Storage Co.....110
Keystone Storage Co.....109
Keystone Warehouse.....109
Kinderman & Son, Julius.....98
King Storage Warehouse, Inc.....100
Kneeland, Bill.....81
Knickerbocker Storage Co.....104
Knickerbocker Stge. Whse. Co....90
Knickerbocker Warehouse & Stge. Co.102

L

Lakeshore Moving & Storage Co..104
Lancaster Storage Co.....110
Landwehr Transfer & Storage..86
Langan, B. A.....88
Lansing Storage Co.....84
Lasham Co., Edw.....67
Lawrence Warehouse Co. (Oakland)60
Lawrence Warehouse Co. (San Francisco)60
Lazarus Co., F. G., 29th Century Storage108
Lederer Terminal Warehouses....103
Lee & Sons Co., H. C.....107
Lee Bros., Inc.....98
Lehigh Warehouse & Trans. Co., Inc.92
Lemon, Virgil F.....72
Lentz Transfer Co.....102
Leonard Warehouses, Inc. (N. Y.) 95
Lincoln Fireproof Warehouse Co.120
Lincoln Storage Co. (Cleveland) 104
Lincoln Storage Warehouses.....90
Loeb & Son, H.....110
Long Beach Transfer & Whse. Co.57
Long Island Stge. Warehouses...94
Los Angeles Warehouse Co.....58
Louisville Public Warehouse Co.76
Lynch Transfer Co.....73
Lyon Fireproof Storage Co.....58

M

McCann's Storage Whse. Co.....101
McCormick Warehouses Co.....78
McDougall Terginal Whse. Co..85
McGinnis Co., James.....110
McLaughlin Warehouse Co.....77
McNally Bros., Inc.....87
Machinery Warehouse Co.....98
Maier Sales & Storage Co.....120
Maisers Transfer & Storage Co..86
Manufacturers Warehouse Co.....114
Mead Red Head Co.....104
Memphis Terminal Corp.....116
Mercantile Stge. & Whse. Co....89
Mercer Transfer & Stge. Co.....73
Merchandise Storage Co.....106
Merchants Delivery.....76
Merchants Storage & Transfer Co. (Colo.)61
Merchants Transfer & Storage Co. (Ill.)71
Merchants Transfer & Storage Co. (Iowa)74
Merchants Transfer Co. (Ohio)103
Merchants Transfer Co. (Texas)117
Merchants Warehouse Co.....82
Merchants Warehouse & Dist. Co.87
Meridith, F. M.....69
Metropolitan Fireproof Whse. Corp.98
Metropolitan Moving Co.....83
Metropolitan Storage Whse. Co..81
Michigan Terminal Whse. Co....83
Midland Whse. & Transfer Co..67
Miller-Callison Stge. & Transfer Co.120
Miller North Broad Storage Co.111
Milward, W. R.....76
Minneapolis Trans. & Whse. Co..85
Model Storage Warehouses.....92
Moeller Transfer & Storage Co.56
Monarch Storage & Warehouse Co.95
Monroe Warehouse Co., Inc.....100
Montgomery & Co.....109
Monumental Stge. & Carpet Cleaning Co.78
Morgan & Brother.....99
Mott Haven Storage Whse. Co..98
Mrazek Moving & Storage Co..88
Muegge-Jenuil Warehouse Co....118
Murdoch Storage & Transfer Co.113
Murphy Transfer & Storage Co..86
Muskogee Transfer & Stge. Co..107

N

National Storage Co.....84
National Terminals Corp., Second Cover
National Whse. & Dist. Co.....117
Neal Fireproof Storage Co.....105
New Jersey Warehouse Co., Inc.92
Ninth St. Terminal Whse. Co....104
Norfolk Warehouse Corp.....118
North Philadelphia Stge. Co....111
Northeastern Stge. & Dist. Co..81
Northern Ave. Stores & Dock Corp.80
Northwestern Transfer Co.....108

(Continued on page 129)

SHIPPERS INDEX—Continued

(Continued from opposite page)

O	
O'Brien's Fireproof Stge. Whse., Inc.	96
Ohio Warehouse Co.	106
O. K. Storage & Transfer Co.	77
O. K. Transfer & Storage Co. (Ark.)	56
O. K. Transfer & Storage Co. (Oklahoma City)	108
O'Neil Bros. Transfer Stge. Co.	70
Ontario Warehouse Co.	67
Orange Storage Warehouse	90
Oregon Transfer Co.	108
Orlando Bonded Warehouse, Inc.	63
Oshkosh Storage Co.	120
P	
Pacific Storage & Tr. Co., Inc.	120
Pacific Storage & Warehouse Co.	89
Pagels, Fred	103
Panhandle Storage Warehouse	103
Park Stge. Whse. Co.	89
Parke Warehouses	70
Passaic Transportation Co.	92
Patterson Transfer Co.	115
Peasley Transfer & Storage Co.	64
Pennsylvania Terminal Whse. Co.	88
Petty Express & Storage Co.	93
Pettit's Storage Warehouse Co.	71
Philadelphia Local Express	111
Pioneer Track & Transfer Co.	57
Pittsburgh Distributing Co.	113
Pittsburgh Transfer & Storage Co.	75
Popple Transfer & Storage Co.	62
Port Newark Terminal Whse. Co.	112
Post, R. F.	112
Poston Storage Warehouse, Inc.	115
Premier Fireproof Stge. Co.	59
Prudential Stge. & Moving Co. (Los Angeles)	59
Prudential Stge. & Moving Co. (San Diego)	60
Q	
Quackenbush Warehouse Co.	113
Queen City Warehouse Corp.	95
Quincy Mkt. Cold Storage & Warehouse Co.	80
R	
Radial Warehouse Co.	88
Railway Terminal & Whse. Co.	68
Rathbun Cartage Co.	107
Red Line Transfer & Stge. Co.	74
Repligle, L. D.	109
Rice Storage Corp. A. C.	95
Richards Storage Co.	84
Richards Trucking & Whse. Co.	59
Richmond Storage Warehouses	99
Ricks Storage & Distributing Co.	87
Riverside Storage & Cartage Co.	82
Riverside Truck & Storage Co.	100
Rochester Carting Co.	100
Rockford Storage Warehouses	70
Rock Island Transfer & Storage Co. (Okla.)	107
Rock Island Transfer & Storage Co. (Ill.)	71
Rose Warehouse Co.	115
Rosenthal Fireproof Stge. Co.	75
Rowe Transfer & Coal Co.	115
Rucker Bonded Whse. Corp.	101
S	
Safety Storage Co.	92
Safety Trans. & Stge. Co., Inc.	76
Sage Trans. & Stge. Co., Inc.	62
St. Paul Terminal Warehouse Co.	87
San Francisco Whse. Co.	60
Santini & Sons, A.	99
Savannah Bonded Whse. & Tr. Co.	64
Schantz Co., Joseph A.	109
Schneider Storage Co.	102
School St. Stge. & Whse. Co.	81
Scobey Fireproof Stge. Co.	118
Scott Bros. Fireproof Stge. Co.	105
Security Storage & Trust Co.	79
Security Storage & Van Co.	85
Security Storage Warehouses	92
Security Van & Storage Co.	61
Security Whse. Co. (Ga.)	64
Seneca Warehouse Co., Inc.	101
Service Drayage & Whse. Co.	59
Shanahan Transfer & Stge. Co.	113
Shank Fireproof Stge. Co.	72
Sheldon Transfer & Storage Co.	81
Skellert Co.	86
Smith Dray Line	114
Smith's Transfer & Storage Co.	63
Soo Terminal Warehouse Co.	88
South Jersey Warehouse Co.	89
Southee, John B.	93
Souther Warehouse Co.	
Southern Bonded Warehouse	
Southern Tier Stge. & Sales Co.	
Southern Shipping & Storage Warehouse	
Southside Storage & Van Co.	
Standard Storage Co.	
Standard Warehouse Co.	
Standard Warehousing & Mer. Co., Ltd.	
State Center Warehouse & Cold Stge. Co.	
Stockton Transfer Co., Jos.	
Storage & Transfer Co., Ltd.	
Strahon Transfer & Stge. Co.	
Strang Warehouses, Wm. H.	
Strang's, Charley	
Student's Transfer & Storage Co.	
Sunlight Storage Warehouse Co.	
Sunrise Storage Co., Inc.	
T	
Tabb Storage Warehouse & Freight Transfer Line	
Taylor-Edwards	
Terminal Warehouse Co. (Ark.)	
Terminal Whse. Co. (Pa.)	
Terminal Warehouse Co. (R. I.)	
Terminal Warehouse Co. (Neb.)	
Terminal Wharf & R. R. Whse. Co.	
Tiffany Fireproof Storage Whses.	
Toledo Merchants' Delivery & Storage Co.	
Toledo Storage Co.	
Tonnes Transfer & Storage Co.	
Tooker Stge. & Pkg. Co.	
Topeka Transfer & Stge. Co.	
Tripp Warehouse Co.	
Troth's Model Warehouses	
Tucson Warehouse & Transfer Co.	
Tulsa Storage & Transfer Co.	
Twentieth Century Stge. Whse. Co.	
Tyler Warehouse & Storage Co.	
U	
Union Storage Co. (Dayton)	
Union Storage Co. of Erie	
Union Storage & Warehouse Co.	
Union Tr. Whse. Co. (Fla.)	
Union Terminal Whse. Co. (Cal.)	
Union Trans. & Stge. Co. (Ky.)	
Union Trans. & Stge. Co. (Tex.)	
Union Transfer Co.	
United Fireproof Warehouse Co.	
United States Storage Co.	
United Warehouse Co. (Kansas City)	
United Warehouse Co. (Seattle)	
United Warehouse Co. (Wichita)	
Universal Terminal Warehouse Co.	
Universal Terminal Whse. Co. (Galveston)	
Universal Terminal Whse. Co. (Houston)	
V	
Valley Van & Storage Co., Inc.	
Virginia Bonded Whse. Corp.	
W	
Wagner & Son	
Wagner Fp. Stge. & Truck Co.	
Wald Transfer & Storage Co.	
Wallace Trans. & Forwarding Co.	
Ward, C. A.	
Ward & Bros., Hugh F.	
Ware Trans. & Stge. Co.	
Warner Warehouse Co.	
Waterbury Storage Co.	
Watson, Thomas P.	
Wecker Transfer & Storage Co.	
West End Storage Co.	
Western Michigan Trans. & Stge.	
Western Warehousing Co.	
Westheimer Warehouse Co.	
Westland Distribution & Storage Warehouse Co.	
Wiley & Nichols Co.	
Wilkes-Barre Warehousing Co.	
Williamsport Storage Co.	
Wilshire Fireproof Storage Co.	
Windsore Storage Co.	
Winona Storage & Transfer Co.	
Winslow Trucking Co.	
Withers Transfer & Storage Co.	
Wolverine Storage Co.	
Y	
Young, William	
Z	
Ziegler-Schafer Co.	

(For Index to General Advertisers, see page 126)



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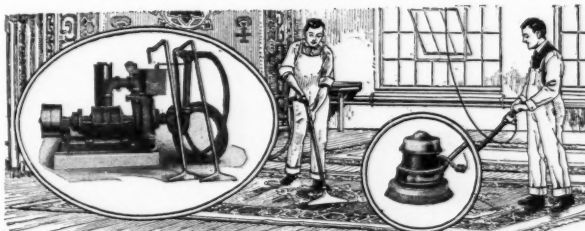
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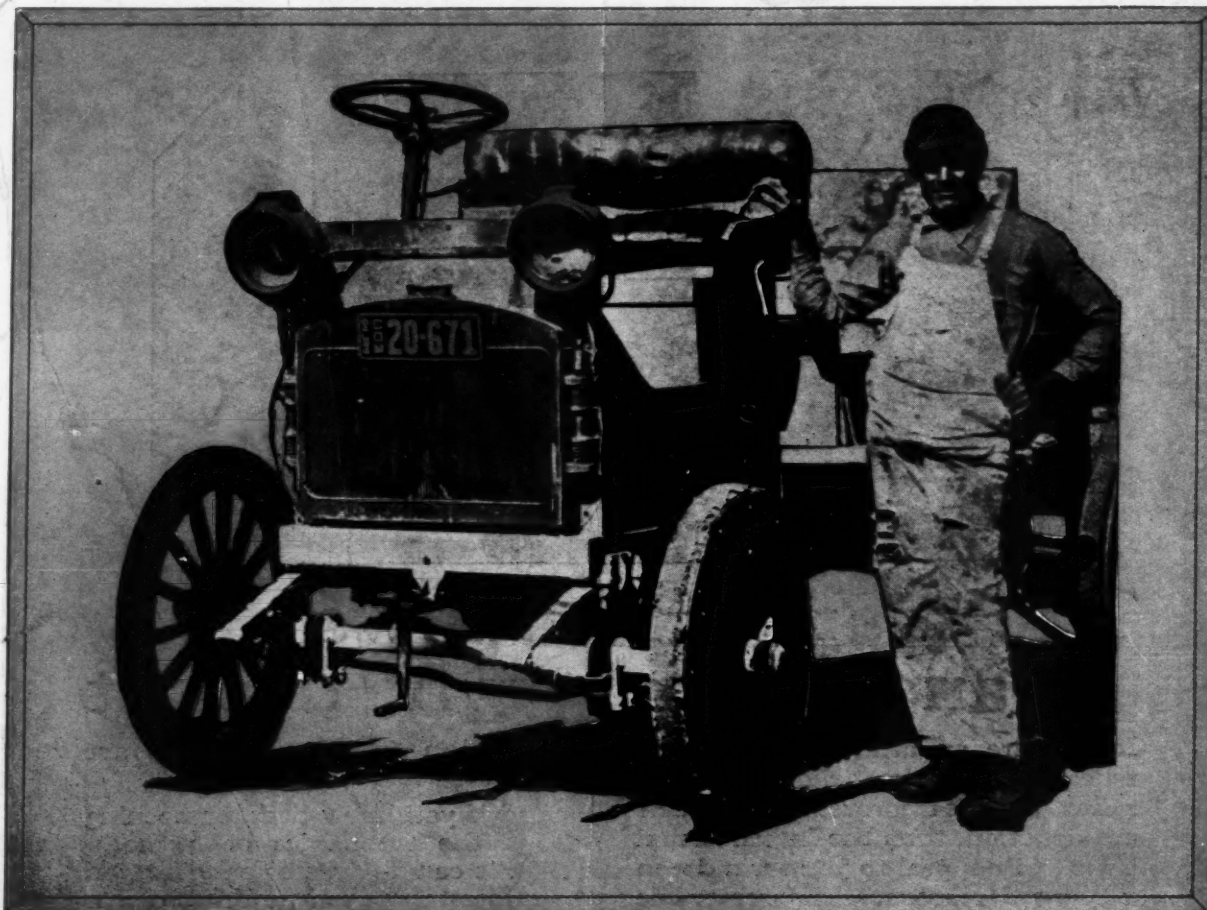
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